

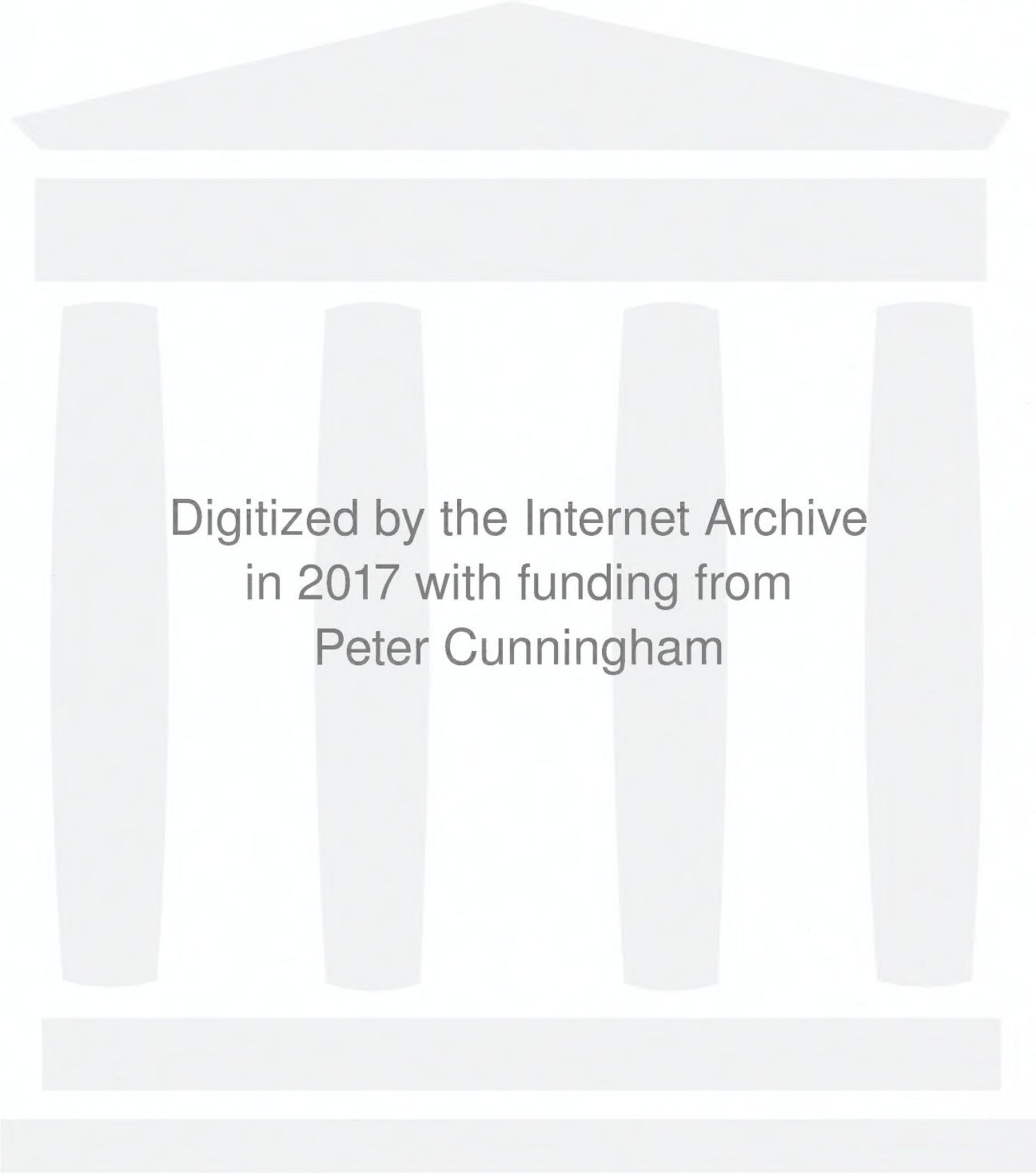


INPUT®

# *FEDERAL IT MARKET PROGRAM*

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1992

## Federal Information Technology Market Program Executive Research Bulletins

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# INPUT<sup>®</sup>

## Research Bulletin

A Publication from INPUT's Federal Information Technology Market Program

## Federal Computer Security—A Necessity for Today's Government

As automation increases, technology advances, and information sharing becomes common practice, federal computer security gains vital importance.

Current research suggests that the market for federal computer security products and services is growing. According to agencies interviewed, 86% have identified sensitive systems, 68% have completed security plans, and 41% have implemented security plans.

For the past few years, agencies have struggled to comply with the Computer Security Act of 1987. Several other market pressures are also adding to growth in this market, such as increased information sharing and publicized security violations. These pressures, along with identified security weaknesses within specific agencies, will cause the federal security market to continue growing.

The Federal Computer System Security and Privacy Advisory Board has identified ten agencies with inadequate security programs or

policies and twelve with inadequate or no contingency plans; these agencies are listed in Exhibit 1. These weaknesses give way to opportunities for security contractors.

Exhibit 2 summarizes key security issues in today's federal market.

Many agencies are experiencing problems with near-term compliance for computer security. For the most part, they are considering computer security when developing specifications for future systems. Retrofitting existing systems with security features is more difficult, however.

Better oversight coordination is needed within the agencies, as well as between agencies governing security policy. More agencies lack emergency or contingency plans pertaining to computer security. Also NIST, NSA, OMB, and GSA need better coordination of efforts for monitoring security compliance and standards development.



Exhibit 1

**Agencies with ADP Security Weaknesses**

Inadequate Security Programs or Policies	Inadequate or No Contingency Plans
Veterans Affairs	Veterans Affairs
Treasury	Treasury
Health and Human Services	State
Education	Education
Agriculture	Federal Communications Commission
Commerce	Securities and Exchange Commission
Defense (Joint Staff)	Agriculture
Justice	Defense
Securities and Exchange Commission	Interior
FBI	Justice
	Marshals Service
	Drug Enforcement Agency

Source: INPUT



Exhibit 2

### Computer Security Issues

- Near-term compliance problems
- Better oversight coordination
- Enhanced multilevel security
- New approaches to managing security
- Need for increased resources

Source: INPUT

Research indicates that the federal market for computer security products and services will grow from \$609 million in FY 1992 to \$761 million in FY 1997, at a modest compound annual growth rate (CAGR) of 5%. Exhibit 4 displays the overall forecast.

Software products will show the fastest growth as agencies use them to improve security in their installed systems. The equipment market will remain fairly flat, reflecting reduced demand for Tempest products and growing cost effectiveness of Tempest technology. The market for professional services

will also remain flat, reflecting a saturated market.

Exhibit 3 shows the security requirements of the agencies interviewed.

All participants in the agency survey specified the need for network security, although it is unusual for agency respondents to agree universally on anything. This response suggests the importance agencies assign to securing their networks.

In providing computer security products and services to the federal government, vendors need to take a flexible approach. Although there are clearly some definite needs, as in network security, likely spending remains somewhat ambiguous. If Congress continues to pressure the agencies, spending may increase

slightly more than forecasted, but probably not much. Vendors need to include security products as part of other offerings, such as professional services or network development and implementation.

Vendors should focus less on Tempest equipment. In past decades, Tempest equipment was the largest portion of the security market. But because of the end of the Cold War and the lessening threat of other nations, Tempest equipment is not as necessary as in the past. Professional services, software, and other security hardware will demand larger portions of the computer security market.

Exhibit 3

### Security Requirements

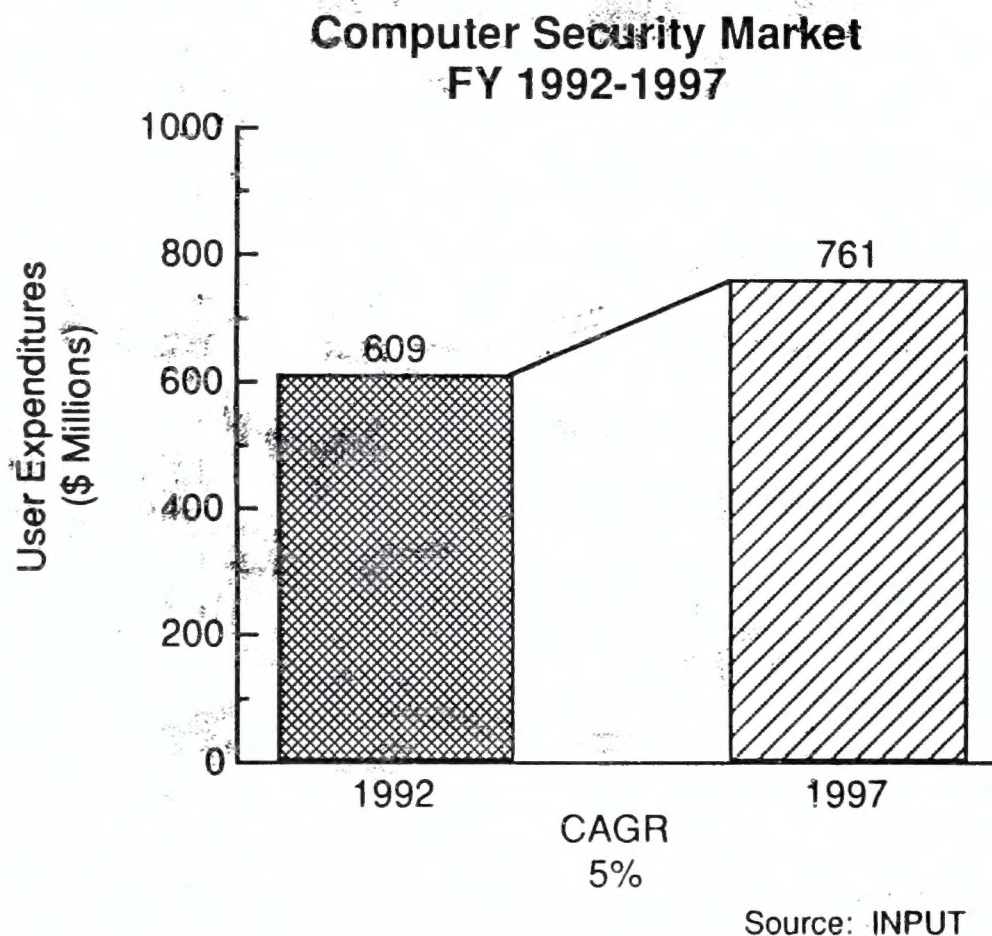
Requirement	Percent of Respondents*
Network Security	100
End-User Access	95
Data Security	91
Physical Security	86

\*Multiple responses allowed

Source: INPUT



Exhibit 4



Security vendors should also develop products that accommodate the widely varied systems and equipment types in the federal market. To the extent that security products accommodate applicable federal standards, potential market penetration will increase.

Finally, there is an opportunity for vendors to train agencies and offer products for effective security management. Many agencies fall short in this area. They need to be taught how to monitor, manage, and upgrade their computer security. Also, they need to be pushed to develop contingency plans in case of security problems. Vendors who can help agencies with these management issues will have a competitive advantage.

This Research Bulletin is issued as part of INPUT's Federal Information Technology Market Program for the information services industry. If you have questions or comments on this bulletin, please call your local INPUT organization or John Frank at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182, Telephone (703) 847-6870, Fax (703) 847-6872.



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## Research Bulletin

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## U. S. Electronic Commerce/EDI Federal Markets

This Research Bulletin is being issued as a preview of INPUT's report, *U. S. Electronic Commerce/EDI Markets, 1991-1996*. It provides an overview and summary of the findings in the report.

### Market Overview

INPUT defines electronic commerce (EC) as the electronic transfer of information among organizations in a structured application. The scope of this definition of EC includes a wide variety of electronic transactions. Electronic data interchange (EDI) is the commercial standard that has been mandated for use in the government by OMB when the government uses typical electronic business transactions. EDI is used to transfer electronic purchase orders, invoices, bills of lading, tax information and financial reports.

A large number of EC applications exist or are being developed. Treasury and other agencies use standard electronic funds transfer (EFT) formats when moving money. Some entitlement programs are currently conducting demonstration projects for electronic benefits transfer payments (EBT). CALS is an evolving standard to communicate procurement information. The EDMICS standard is used for the transfer of engineering drawings and to facilitate concurrent engineering. SGML is the standard adopted for transfer of electronic documents.

In general, government agencies try to balance conflicting demands for more information and less paperwork. Virtually any area of the government that involves a great number of transactions is a candidate for EC. These market pressures are illustrated in Exhibit 1.

In its drive to improve productivity, to do more with less, the federal government is growing increasingly reliant on information technology. In some cases, budget constraints are actually fueling the growth of EC.

Exhibit 1

### Federal Market Pressures

- Need for improved productivity
- Technical staff shortage
- Budget deficit
- Commercial expectations
- Mandated use

Source: INPUT



The benefits of EC have been proven by numerous demonstration and pilot projects and major development efforts. The opportunities for technology companies are shifting from the very large developmental projects in a few agencies to smaller, production-oriented systems in numerous agencies.

Information technology vendors to the federal government are affected in two ways. First, there is the obvious opportunity to deliver products and services that address this need. Less intuitive is the need for all suppliers to develop the ability to interact with the government using these processes. The vendors who adopt EC early and conform to government standards will have a competitive advantage.

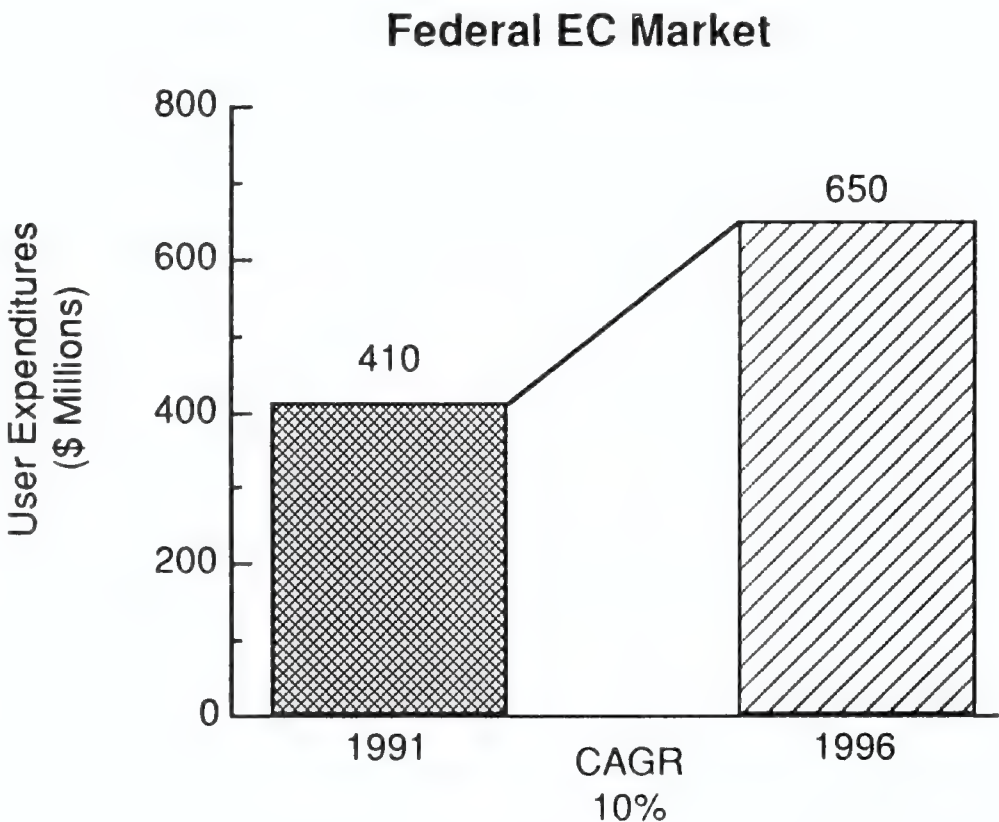
Market Forecast, 1991-1996

INPUT estimates that the federal EC market for network services, software, professional services and related equipment will increase

from \$410 million in FY 1991 to \$650 million by FY 1996, a compound annual growth rate of 10%. Exhibit 2 illustrates INPUT's market forecast. Significantly more detail is available in the full report. This estimate does not include expenditures by state and local governments or commercial entities external to the government. These entities will also purchase similar products and services necessary to communicate electronically with the federal government.

INPUT believes this to be a conservative market analysis and forecast. There are additional EC opportunities included as part of other system acquisitions and enhancements. A single successful, large program could cause the market to increase. For example, the USDA's Food and Nutrition Service pilot project to electronically replace food stamps could result in major software and equipment purchases. INPUT will reexamine this market later in 1992.

Exhibit 2



## Federal Market Issues

All of the government CALS effort has been consolidated in the Joint CALS Management Office (JCMO) under Major General Russ Baldwin. The JCMO has an FY 1992 budget of \$230 million for 25 different projects.

Although CSC has been awarded the final CALS contract, there is substantial work outside of that contract available to other vendors. Vendors who perform work in this office will be in an advantageous position to become suppliers for other agencies and projects. INPUT expects CALS to expand to include several standards and to be adopted by other agencies as well as by major government suppliers. Standards will continue to evolve and vendors must keep current.

Several of the EC systems that are in the final stages of implementation are very visible and have brought recognition to the responsible government managers. These spokespersons for EC have set examples at several agencies. These highly visible successful examples are clearing the way for many other applications.

There has been some concern that government policies, regulations and laws may not allow for the use of electronic documents and signatures. The legal validity of electronic documents is completely supported by existing laws and regulations or the necessary regulations will be modified. Although the use of electronic signatures is still under development, it is not expected to be a barrier to the use of EC.

One remaining major issue is the integration of the EC process into existing internal systems. It is a rather simple process to electronically format and transmit data. The real issue is the location and extraction of the relevant data prior to its transmission and the mapping of the received data into the appropriate data bases and files. These areas require a substantial amount of customization of software and systems. Often, while EC is being adapted to internal systems, the entire process of handling the data is also upgraded.

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# About INPUT

INPUT provides planning information, analysis, and recommendations for the information technology industries. Through market research, technology forecasting, and competitive analysis, INPUT supports client management in making informed decisions.

Subscription services, proprietary research/consulting, merger/acquisition assistance, and multiclient studies are provided to users and vendors of information systems and services. INPUT specializes in the software and services industry which includes software products, systems operations, processing services, network services, systems integration, professional services, turnkey systems, and customer services.

Particular areas of expertise include CASE analysis, information systems planning, and outsourcing.

Many of INPUT's professional staff members have more than 20 years' experience in their areas of specialization. Most have held senior management positions in operations, marketing, or planning. This expertise enables INPUT to supply practical solutions to complex business problems.

Formed as a privately held corporation in 1974, INPUT has become a leading international research and consulting firm. Clients include more than 100 of the world's largest and most technically advanced companies.

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## Research Bulletin

A Publication from INPUT's Federal Information Technology Market Program

## Outsourcing and The Federal Market

### General Outsourcing Discussion

To gain some perspective on outsourcing in the federal marketplace, it helps to briefly look at the ongoing commercial outsourcing explosion. Though some of INPUT's competitors claim even higher rates of growth in the market, INPUT's own estimate is healthy enough—18% compounded over the next five years.

The reasons for this strong growth are summarized in Exhibit 1. The primary reasons are:

- The continued slump in the economy makes the immediate cost reductions offered by outsourcing attractive to more companies.
- The relative success of IBM's ISSC and EDS in smoothly transitioning major outsourcing clients is stimulating increased acceptance of the concept.
- The outsourcing arrangement itself is beginning to include much more than just processing operations or software maintenance. It now includes software development, network management, desktop services and even education and training components.

#### Exhibit 1

### Growth Factors for Commercial Outsourcing

- Continuing economic slump
- Success of major vendors
- Outsourcing more comprehensive

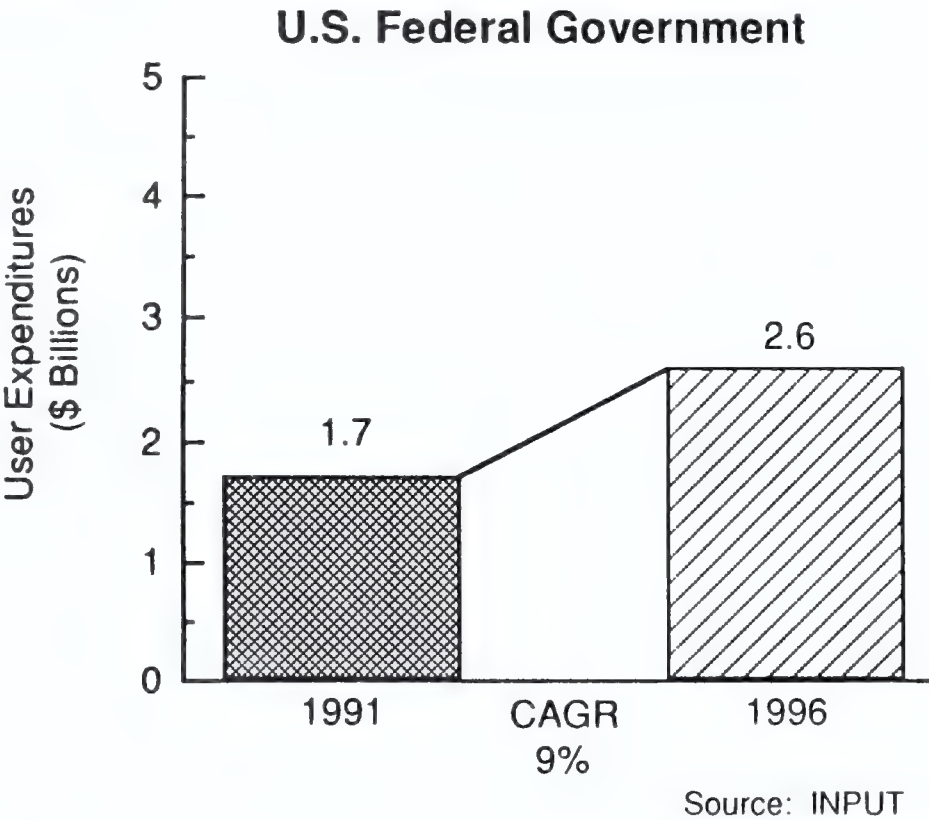
Source: INPUT

There are also some examples of entire business operations being turned over to outsourcing vendors. This trend is expected to accelerate as the decade progresses and clients become more comfortable with the outsourcing partnership that is evolving.

### Federal Outsourcing Activity

Does this same level of activity pervade the federal market? INPUT projects the growth at a disappointing 9% for the same five-year period from 1991 to 1996. That still represents a \$1.7 billion business, growing to \$2.6 billion by 1996. The federal market is now the second largest outsourcing market and will still be in 1996, though by a smaller margin (see Exhibit 2).

Exhibit 2



Why is there such a difference in growth? After all, systems outsourcing was an early phenomenon in the federal marketplace. GOCO (government-owned, contractor-operated) and COCO (contractor-owned, contractor-operated) facilities management contracts have existed for years.

In fact, the distinction of who owns the facility has become insignificant. The term *mission contracting* has evolved to describe the outsourcing arrangement. It really means the same thing—namely, that a vendor assumes total responsibility for an agency’s data processing requirements.

There is still a shortage of sufficient technical skills in the government to operate and manage computer centers and implement new technologies. There still is a strong mandate for agencies to provide services to the public that serve the public welfare and the security needs of the citizens. The A-76 initiative is still in place, encouraging the use of private contractors. These factors, summarized in

Exhibit 3, favor the growth of outsourcing.

But there are negative factors at play also. Budget restrictions continue to plague the procurement plans of agencies and to delay, if not derail, many needed IS upgrades and expansions. DoD in particular is saddled with this problem. Vendor protests are also delaying the procurement process. Since most of the outsourcing procurements are major awards, these are particularly affected by protest action and congressional scrutiny. The CORN outsourcing contract recently awarded

to EDS is a classic example of one that had to be passed through the procurement process twice before it was finally awarded. The recent anti-grand-design study by AMS for GAO is also tempering plans for new large procurements and is causing some of the procurement efforts to be segmented.

Exhibit 3

**Federal Outsourcing Growth Factors**

- Lack of technical skills persists
- Mandated services required
- A-76 initiative still in place

Source: INPUT



## Outsourcing Components in the Federal Market

Now that we know the driving forces and inhibitors for the federal market, are there other differences? The one glaring difference, in INPUT's opinion, is that the expansion of outsourcing to include other services such as desktop services and business operations will not happen as rapidly, if at all, in the federal market.

There are two reasons for this, illustrated in Exhibit 4. First, many agencies are already acquiring the services needed through a series of procurements. Many agencies, for example, do not need a network management component in their outsourcing contract because they are required to use FTS 2000. Others have already established PC/workstation procurement/management contracts such as EDS's SMC (the Army's Small Multiuser Contract) and so they do not need desktop services in their outsourcing agreements. Still others are accustomed to using SETA agreements for their software development and cannot or will not change these relationships.

Exhibit 4

### Differences in Federal Outsourcing Market

- Service acquisition split up
- Reluctance to turn functions to private sector

Source: INPUT

Second, many federal agencies—DoD agencies in particular—are reluctant to turn over complete responsibility for functional operations to commercial vendors.

- DoD cannot accept civilian contractor personnel in IS functions. Many of these functions would become mission critical or even high risk in times of emergency.
- The IRS will not turn over certain functions of tax return processing completely to a commercial vendor, though vendors will be used extensively to help IRS improve its systems capability.

The outsourcing components that are most likely to be included in federal procurements are therefore:

- Processing operations, particularly at laboratories, logistics and engineering facilities
- Software maintenance
- Applications software (primarily of non-mission-critical applications such as financial management software)

The following components will probably continue to be separate contracts or retained internally:

- Network management (voice, data and image/video)
- Software development
- PC/workstation support (including LAN administration)
- Education and training

## Conclusions

The reduced set of requirements for federal outsourcing contracts still gives vendors an opportunity to operate in this market with a leaner, more efficient support group in the operational phase. This doesn't apply to the marketing phase of federal outsourcing activities, since the rigors of the procurement process are already well known and require



much more marketing support than most commercial opportunities.

There is a substantial market for outsourcing services in the federal market that will continue to grow, but at a slower pace than the commercial market. The demand for services will include only a subset of the services required in the commercial arena. Certain well-entrenched vendors such as IBM, EDS, Martin Marietta, Boeing Computer Services and CSC have experienced teams that know how to operate very cost effectively in the structured federal contracts environment.

## **More to Come**

INPUT has scheduled a closer look at the federal outsourcing market in the fourth quarter of 1992. At that time, the size of the market will be analyzed in detail and parallels will be drawn between the commercial and the federal sector that will be valuable to vendors trying to move from one market to the other.

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## Research Bulletin

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## The Pentagon's CIM— Driving IS Into the 21st Century

CIM is the buzzword associated with DoD information systems. Although CIM was established in October 1989, many vendors still have questions such as:

- What is CIM?
- What is its status now?
- Where is it going?
- How does CIM impact contractors?

In the commercial and federal worlds the theory behind Corporate Information Management is the same: change the way work is performed. This does not necessarily translate into automating or buying new technology to replace old or inefficient business methods.

The DoD is implementing Corporate Information Management (CIM) planning departmentwide in response to budget slashing by Congress. CIM is the application of business case analysis to existing DoD business practices and supporting ADP functions. As a business process, CIM will influence most DoD information systems development and use by the year 2000.

The CIM Plan objectives are to:

- Evaluate and consolidate business practices

- Standardize data
- Use IS to support business processes

CIM principles are expected to be applied to most business processes within the Pentagon, with the exception of embedded weapons systems. At present, twelve functional business areas, listed in Exhibit 1, are targeted for compliance with CIM principles. Additional areas will be identified in the future.

Standardization of business processes and their supporting information systems, including data elements, is expected to dramatically improve DoD cost-efficiency ratios.

Despite DoD's promotion of CIM, contractors are still bewildered, for some of the reasons listed in Exhibit 2. Its application DoD-wide has far-reaching implications for information systems and services vendors. To some, CIM seems to be getting off to a slow start. For others, CIM means cancelled or delayed procurements. Threats to existing contracts are also rumored. Vendors expect a clear implementation plan identifying large-scale CIM-sponsored procurements, but none is forthcoming. Announcements of standard migration systems are coming slowly. DoD IS procurements appear to be on hold.

Exhibit 1

CIM Functional Areas

• Civilian payroll	• Materiel management
• Distribution centers	• Contract management
• Financial operations	• C3I
• Civilian personnel	• Food service
• Medical	• Environment
• Government furnished material	• Procurement

Source: INPUT

Exhibit 2

Vendor Implications

Negative	Positive
Delayed/cancelled procurements	Piecemeal implementation
Few large-scale projects No detailed plan of existing systems	Modification/enhancement
Few migration systems	Standards compliance
Slowdown in Defense contracting	Refurbishable technology

Source: INPUT



The DoD had primarily focused on building the organizational structure needed to direct CIM policy and guide its implementation. Now that it is established, solicitations for contractor services should begin to appear in FY 1992.

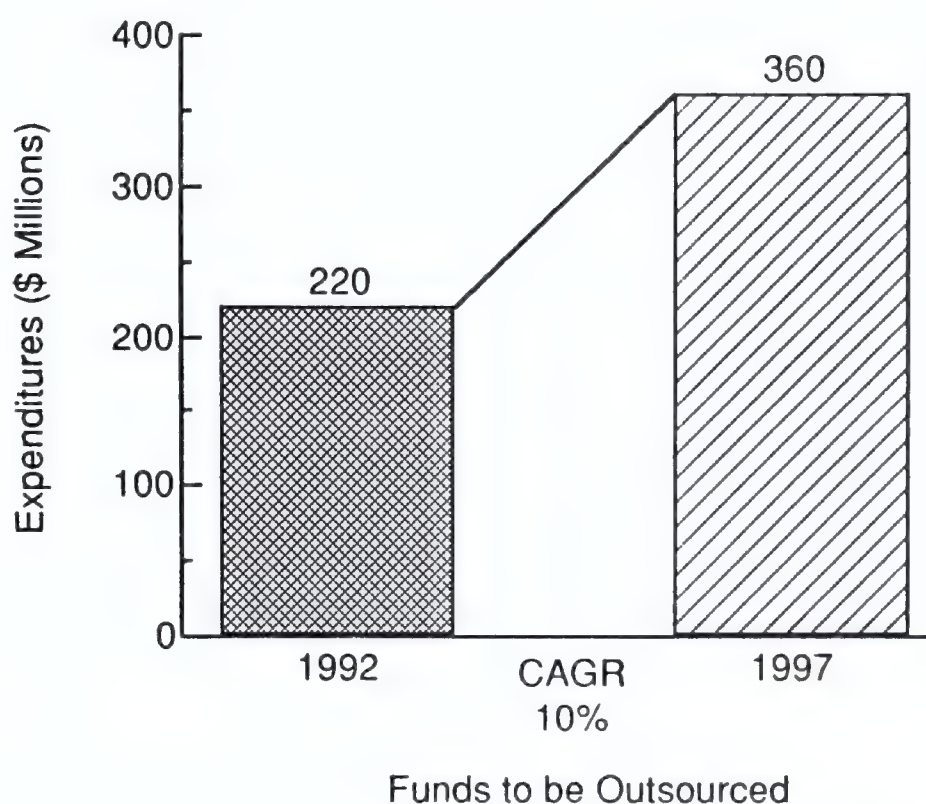
CIM's implementation will occur incrementally, allowing for project flexibility. Most opportunities for vendors will be on a small scale. Technical support services awards will be required to modify and enhance existing systems for DoD-wide applicability. Services are also anticipated to make existing systems standards-compliant, allowing for interoperability and compatibility between Department entities. Hardware and software are now viewed as commodity items by DoD purchasers. Vendors who can supply plug-and-play technology should find that the DoD still offers many opportunities to win contracts.

INPUT forecasts that the IT budget requested for CIM will grow from \$220 million in FY 1992 to \$360 million in FY 1997, as shown in Exhibit 3.

Most of the funds will be allocated to outsourcing services from vendors to support the development of standard systems. However, CIM principles will be far reaching, and will influence the spending of billions of Pentagon dollars for IT. Mission managers, not IRM organizations, will have direct control over how they spend their dollars after receiving DoD approval. Agency IRM organizations may have to compete with vendors for business as mission managers seek the best value for their dollars.

Exhibit 3

### CIM IT Forecast, FY 1992-1997



Source: INPUT

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# Research

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## INPUT Information Center

INPUT's information center, located in our office at 1953 Gallows Road in Vienna, Virginia, is open to all clients during normal business hours. The center is a source of valuable information on the federal and commercial information technology and services markets. Many of the materials available to clients are listed below.

### The Federal Market

Access to the information center is part of INPUT's Federal Information Technology Market and Federal Information Technology Procurement Programs. The center contains the following resources:

***Federal Market Reports.*** Included in the center are all INPUT reports concerning the federal market. These reports are available only for review.

***Federal Conference Proceedings.*** Copies of INPUT federal conference binders are maintained in the center. These binders include hard copies of slides analyzing the federal market.

***Agency Stacks.*** The majority of the federal information center consists of agency-specific information. The stacks include documents relating to procurements (RFPs, RFIs, etc.), major initiatives (i.e., CALS), and other subjects (strategic plans, directories, and selected contracts).

***Agency Files.*** Copies of articles and other general information are filed by agency. The agency files complement the literature data bases used by research analysts in the hotline service.

***Agency Information Resource Management (IRM) Plans.*** The information center contains IRM Plans for all civilian and defense departments, as well as for independent agencies.

***Agency A-11 Budget Submissions.*** INPUT orders the submissions to the Office of Budget and Management for all major agencies. These documents contain the 43A and 43B exhibits, which list information on planned information technology spending. The 43B exhibits cite figures by program/initiative for a six-year fiscal period. The submissions for the next fiscal year are available in early spring.

*Bidders Mailing Lists.* INPUT orders mailing lists for major procurements, including programs profiled in the Federal Information Technology Procurement Program.

*Protest Information.* Protest filings and decisions are ordered from the GSA Board of Appeals and catalogued for the information center.

*General Accounting Office (GAO) Reports and Testimony.* Selected GAO Reports and Testimony since 1989 are available and catalogued in the center.

*Organizational Workcharts.* Organizational charts prepared by the Carroll Publishing Company for civilian and defense agencies are available for review.

*Periodicals Covering the Federal Market.* The information center has copies of the following periodicals for the past year: *Federal Computer Week*, *Government Computer News*, and *Washington Technology*. The past six months of the *Commerce Business Daily* are also kept in the center. INPUT maintains back issues of additional periodicals, which are listed in Exhibit 1.

*General Information.* In addition to these materials, INPUT maintains resources such as selected GSA Schedules, the President's Budget, the Federal Acquisition Regulations (FARs), and Federal Information Resource Management Regulations (FIRMRS).

## The Commercial Market and General Resources

As part of the Systems Integration and Outsourcing Strategy Programs, INPUT maintains the following resources. Please note that these materials (such as the company-specific information) are also useful to clients focusing on the federal market.

*Vendor Files.* INPUT catalogs materials prepared by information technology companies. These files contain annual reports, capability brochures, press releases, and GSA schedules. Articles discussing companies are also included in these files.

*CorpTech Directory.* The CorpTech Directory contains information on over 35,000 technology companies and is available for clients to use.

*Data Sources Directory.* The Data Sources guides to hardware and software products are maintained in the information center. These manuals contain product specifications.

*Periodicals.* Exhibit 1 list the periodicals that are available in the information center. In most cases, issues are maintained for one year.

*General Information.* In addition to these resources, there are various economic and financial materials, such as the U.S. Industrial Outlook, available for clients to use in the center.

## Information Center Procedures

Clients may schedule up to two hours to use the information center during normal business hours. Please schedule appointments in advance by calling (703) 847-6870. Clients are also allowed to check out selected materials in the information center for one day. In addition, a copier is available for clients to use and there is a computer equipped with a CD ROM drive to allow searches of Computer Select at the center. Clients will need a 3.5" disk formatted for a low-density drive to store information.

INPUT issues a list of recent additions to the center approximately every month as part of the PAR data base update procedure.



## Exhibit 1

**Periodicals Available in the Information Center**

- |   |                              |
|---|------------------------------|
| • <i>Communications Magazine</i>                      | • <i>InformationWeek</i>     |
| • <i>CommunicationsWeek</i>                           | • <i>Lotus</i>               |
| • <i>Computer</i>                                     | • <i>Network World</i>       |
| • <i>Computerworld</i>                                | • <i>PC Computing</i>        |
| • <i>CSN (Communications,<br/>Software, Networks)</i> | • <i>PC Magazine</i>         |
| • <i>Datamation</i>                                   | • <i>Signal</i>              |
| • <i>EDI World</i>                                    | • <i>Systems Integration</i> |
| • <i>Electronic News</i>                              | • <i>Telecommunications</i>  |
| • <i>Fortune</i>                                      | • <i>VARBusiness</i>         |
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# About INPUT

INPUT provides planning information, analysis, and recommendations for the information technology industries. Through market research, technology forecasting, and competitive analysis, INPUT supports client management in making informed decisions.

Subscription services, proprietary research/consulting, merger/acquisition assistance, and multiclient studies are provided to users and vendors of information systems and services. INPUT specializes in the software and services industry which includes software products, systems operations, processing services, network services, systems integration, professional services, turnkey systems, and customer services.

Particular areas of expertise include CASE analysis, information systems planning, and outsourcing.

Many of INPUT's professional staff members have more than 20 years' experience in their areas of specialization. Most have held senior management positions in operations, marketing, or planning. This expertise enables INPUT to supply practical solutions to complex business problems.

Formed as a privately held corporation in 1974, INPUT has become a leading international research and consulting firm. Clients include more than 100 of the world's largest and most technically advanced companies.

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# Research

# Bulletin

Route to:

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## Federal Software Reuse

The software reuse and megaprogramming initiative recently proposed in the DoD's Software Technology Strategy (SWTS) has drawn much comment from government agencies and the information industry. The SWTS wants to improve software productivity and reliability. Its objectives include reducing software life cycle costs by a factor of two, and reducing software defects and problems by a factor of ten within the next 15 years.

Many vendors have expressed concern about the feasibility of component-by-component production and the ultimate impact on the software industry. There are different aspects of the initiative that should be examined before dismissing it as unworkable. This Research Bulletin will discuss the diverse views of the parties involved: FAR (Federal Acquisition Regulations), the Defense Department, current reusable software depositories, other federal agencies, and the information industry.

### 1. Federal Data Rights to Software

Under the Federal Acquisition Regulations (FAR), the government has the legal right to utilize software it paid for wherever it has needs. The FAR specifies, under Part 227—Patents, Data, and Copyrights—that the government owns all software developed by federal employees on the job, and any software developed by a contractor with federal funds. The government is held to be legally free to

reuse any part or all of software so developed at any other federal facility, or to permit contractors, other than the original developer, to use the software on a federally funded project.

Conversely, the most recent version of the "Data Rights" section of the FAR allows the government to grant a "limited license" to the original software developer to market the software as developed, or any subsequent revision to it, in the commercial marketplace. In some instances there might be small fees involved. Exceptions concern software related to national security and certain "other kinds of software" subject to prohibitions on technology transfer to foreign countries and their nationals.

### 2. Defense Software Technology Strategy

Software reuse and megaprogramming is the first of five major themes proposed by the DoD Software Working Group in its report on DDR&E (Director of Defense Research and Engineering) Software Technology Strategy (SWTS). This is the technical portion of the DDR&E Software Action Plan (SWAP), under the guidance of the DoD Science and Technology Initiative. The remaining themes concern re-engineering and post-deployment software support technology, process support, leveraging of commercial technology, and integration of artificial intelligence and software engineering technology.



After performing ROI analyses on the alternatives, the Working Group concluded that "Current reuse and repository initiatives will have good payoffs, but they will be limited by the shortage of technology to support confident composition of software components."

Although some cost savings should accrue, according to the Group, "Full return on DoD investment will not come from savings, but from the positive effect of achieving the 'ilities' (quality, functionality, interoperability, etc.)."

### 3. Current Federal Software Repositories

At least three reusable software repositories already exist, at NTIS, NASA and DOE-Oak Ridge, which operate under the provisions of the FAR mentioned above. Their experiences indicate that software reuse and sharing works, with favorable financial results for both the government and industry.

- The largest repository is available through the National Technical Information Service (703-487-4600). The software and the descriptive index is assembled by the Federal Computer Products Center, which collects the software from DoD and other agencies and evaluates their availability under several criteria. The NTIS Reusable Software publication, PB-92-100106, lists more than 2,000 software programs, and costs \$59.00. Use of the software is free to government agencies and current government contractors for use on a federal program. Some minimal charges are associated with use of the software in the commercial sector.

Some commercially developed software is also listed, that vendors have offered to the Center. This software is limited to executable format, and does not include source code. Vendors are identified so that users may separately contact them for a license or use agreement. A number of programs from DoD are listed, from non-

classified business process applications and some internally developed tools.

- The second largest depository is NASA's COSMIC (Computer Software Management and Information Center), operated at the University of Georgia, Athens, GA. (tel: (404) 542-3265; FAX: (404) 542-4807). This center lists more than 1,200 programs from NASA's Aeronautic and Space programs. About two-thirds of the programs are supplied to public organizations, and one-third are used by NASA organizations other than the originator. The software addresses artificial intelligence, fluid dynamics, finite structural analysis, antenna design, thermal and fluid flow, etc.

Programs are available at low cost, and usually include the source code. Information on the software available is listed in the COSMIC Catalog, in hard copy at \$25, microfiche (48x) at \$25, magnetic tape (in ASCII and EBCDIC 9-track) at \$50, on-line (COSLINE), diskette at \$30, E-mail or FTP (File Transfer Protocol). Center personnel reported a high level of activity, including applications in the private sector on projects from NASA's Technology Transfer Program.

- The Department of Energy operates a software repository at the Oak Ridge, Tennessee facility. Previously known as the National Energy Software Center, it is now called the Energy Science and Technology Software Center. The center is part of the federal laboratory consortia. It lists about 1,000 programs developed by the government and contractors for the Department of Energy and the Nuclear Regulatory Commission.

Source code is provided on 95% of the software, and executable code on the remainder is subject to copyright restrictions. Similar to the limitations of the NTIS listing, there are special restrictions concerning release to foreign governments and technology transfer. The center processes



500 calls per month and more than 3,000 E-mail requests. There is a guide available that identifies the software available at the Center (tel: (615) 576-2606).

#### 4. Agency Views of Software Reuse

In response to budgetary pressures, many federal agencies have begun to shift to commercial off-the-shelf (COTS) software, and away from more expensive custom software development, except where mission support presents unique information processing problems. This trend is documented in INPUT's report, *Federal Software and Related Services Market*, published in December 1991.

The agencies interviewed considered the requirement to develop reusable components in custom software as part of a systems contract undesirable, from both cost and operational benefit viewpoints. They point to the repositories described above as sources of software that may be used by contractors to reduce the time and effort to modify existing custom software or software packages, or to develop new custom software. Under the FAR Data Rights provisions, they have also seen federal software converted to commercial applications. Except for a few very large civil systems, software productivity has not been seen as a problem of the magnitude described by several Defense software audits.

#### 5. Information Industry Concerns

Industry reaction to the DDR&E Software Reuse Initiative has ranged from concern about how the initiative will be implemented to disbelief that it will be any more successful

than the highly touted but largely unenforced mandate for DoD-wide implementation of Ada software.

The Federal Systems Integration Committee of ITAA produced a white paper on the technical and business concerns of industry about DoD implementing the initiative. It notes that the technology needed for success is just emerging, emphasizing the requisite attributes of the repositories, and questioning the problem of who assumes the risk of non-conforming modules. It voices concern about the legal and financial aspects related to the prospect of diminished competition and increased cost of developing reusable and shared software. The white paper also questions the likely impact on innovation and security, certification and warranties.

#### 6. Conclusions

The underlying problem, in the view of DoD and other agencies, is the current inability to obtain any significant improvement in software productivity. The General Accounting Office has repeatedly criticized the agencies and industry for long delays in implementing systems that were attributed to problems with the software. The SWTS report noted that DoD has studied the software technology problem for more than 20 years, but has not instituted any proposed solutions, with the exceptions of Ada and the Software Engineering Institute. And Ada has not been adopted DoD-wide since its designation as a DoD standard 10 years ago.

Although there may be shortcomings to the proposed DDR&E Software Reuse Initiative, it may soon be one of the few strongly supported technology programs in town.

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INPUT is a worldwide consulting and market research firm uniquely focused on the information technology services and software markets. Executives in many technically advanced companies in North America, Europe, and Japan rely on INPUT for data, objective analysis, and insightful opinions to support their business plans, market assessments, and technology directions. By leveraging INPUT's considerable knowledge and expertise, clients make informed decisions more quickly, and benefit by saving on the cost of internal research.

Since 1974, INPUT has compiled the most extensive research base available on the worldwide information services market and its key segments, providing detailed market forecasts, vertical industry sector analysis and forecasts and analysis of vendor strategies and products. INPUT delivers specific expertise in

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## Fast Track Procurement

"Fast Track Procurement selects the vendor offering the best value to the government." This is how Major Charles Mather, Air Force Contracting Staff Officer, described the streamlined source selection procedures he conceived. He discussed how these procedures were tested on the Air Force Desktop IV Computer Competition, at INPUT's 1992 Federal Information Technology Market Conference.

Major Mather noted that detailed, low-cost type specifications for information technology products drive large, complex proposals with extensive validation, that frequently take up to 18 months to award a contract. By that time, confidence that the right decision was made might increase from 80% to 90%. The expectation that detail equals accuracy is, in his words, "like using a micrometer in a yardstick application!"

He saw the solution as a change in mind-set of the agencies, to allow the source selection process to work. They need to drop their lowest-cost mentality and let the Source Selection Authority use its flexibility to select the "best proposal." The changes must be imposed on developing specifications, evaluation criteria, proposal responses and schedules.

The Major said that behind every "lowest-cost specification" is a functional requirement. Unfortunately, he noted, this is frequently confused with operational specifications, which then leads to an overly complex Section M of the specification (operational criteria), with overwhelming numbers of factors and standards.

One example was the 4 1/2 foot proposal for the Z248 Zenith PC that had to meet 2,130 "minimum requirements." The Desktop III procurement for the Air Force had 1,976 "mandatories"! Four paragraphs in the specification were spent defining "dimples in the home keys."

He feels that specification writers and the buyer should review Section C of the specification, to decide if all that detail is really necessary. Otherwise, one needs to ask, "What are they trying to prevent?" In reality, there is no need for details if the requirement is clearly stated, or an industry standard from IEEE, FIPS or the Underwriters' Lab is clearly specified.

If the requirement is based on COTS (Commercially Available Off The Shelf) products, there is no need for a detailed specification, especially where it is available with a one-year warranty. But agency users ask several technical sources for their idea of a



“best value,” and the resulting specification is an amalgamation of all the “wish-list” criteria, and not a compromise that adequately satisfies the functional requirement.

The offerer (bidder, vendor) wants to win, and will not offer unacceptable products (if he does, the competition will make it known in their protests to GSBCA). The offerer will put together his best technical proposal, if he knows it will become the technical baseline. The offerer’s promises must equal the acceptance test criteria under these bidding conditions.

In characterizing evaluation criteria, Major Mather quoted the opinion of the GSBCA (General Services Board of Contract Appeals) in Protest Finding No. 11309-P, that when the RFP doesn’t set technical factor weights, the agencies are given great discretion, within the bounds of the award criteria. “Subjective judgment on the part of the government is implicit in the entire process.”

The purpose of evaluation on the basis of technical criteria is the determination of the relative order of merit of the proposals. The need here, in Major Mather’s opinion, is to limit factors and standards to those critical to success: what capabilities differentiate good from excellent? With given (and stated) functional needs, what differentiates proposals?

The proposals should focus on the evaluation criteria. The offerer should explain how the criteria are satisfied, structured to the Source Selection Evaluation Board (SSEB) report. The Board can screen proposals to determine which add value, to determine the order of merit.

The proposal size must also be limited; the more the RFP asks for, the more the SSEB must evaluate. Unfortunately, Parkinson’s rule

frequently applies: “The work expands to fill the time available,” and the evaluation schedule grows and grows and grows.

Another step in the right direction is limiting the SSEB to a core group of experts, with commercial product capability made known by market research prior to release of the solicitation. The majority of the evaluation could be completed upon receipt of the proposal.

Earlier, Major Mather commented about the 1,976 mandatories of Desktop III. In Desktop IV, using Fast Track Procurement, the mandatories were reduced to 44 and the proposal responses fitted into a matrix. This expedited the evaluation process. In the Air Force, the Source Selection Authority is located in the user organization, to minimize communication errors.

The DoD AIS (Automated Information Systems) Source Selection has been unnecessarily complex—“We do it to ourselves!” The number-one issue has been the use of low-cost specifications. Major Mather has proposed that the source selection process be allowed to work, to select the “best proposal” in real time, the same way that businesses make their selections.

1992 U.S. Executive Conference will be held November 1, 2, and 3, 1992, at the Fairmont Hotel in San Francisco, California.

For more information contact Glenna Nathans at (415) 961-3300.

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## Teaming For Success in the 1990s

Teaming is the most effective path to success for small companies in the federal market. Charles Hall, President of PSI International, and Ed Franceski, Contract Manager at IBM, detailed the essential steps to teaming successes at INPUT's 1992 Federal Information Technology Conference.

Although teaming with other bidders is only one way of pursuing federal opportunities, it has its own rewards: acceptable profit, small starts with less risk, development of a competitive outlook, and the opportunity to develop functional skills. 8(a) set-aside awards do not provide opportunities for training in competition; SDB competitions aren't helpful for developing new skills; and bidding a project as a prime contractor is risky for a small business.

Mr. Hall drew on PSI's experience in identifying the SDB actions for successful teaming: positioning, teaming, strategy and involvement. Mr. Franceski added the views of the large prime for teaming with SDBs: plan access, meet goals, structure alliances and develop mentor/protégé relationships.

Positioning is critical to establishing credibility with bidding partners and clients. Know the real client and the environment of the opportunity, then thoroughly analyze the opportunity. Programmatic knowledge at the

level of a prime bidder allows the SDB to select a functional area that best leverages successful experience. It may also lead to a client recommendation that the prime bidders use a designated SDB. These steps lead to becoming a value-added subcontractor.

Next is the matter of teaming with the right partner. Begin with identification of the strengths and strategies of the most likely competitors. Then evaluate in greater detail the approach of the potential partner before developing a teaming agreement. The candidate prime bidder should either not have the skills or want to provide the technical services the SDB can offer, at a more competitive price. The agreement should be structured with limits that protect the SDB from unnecessary risks, and should include the SDB in the bidding process. It is also important to avoid revealing costing details unless the prime bidder also shows its costs. Today's partner may be tomorrow's competitor, and vice versa.

The smaller company must maintain a role in developing and implementing the win strategy, to assure a continued relationship after award of the contract. The SDB must know the strengths and weaknesses of the team members to be sure that the win strategy will be effective, and be prepared to increase involvement where it can be beneficial. Continued involvement is essential throughout the bidding process.



For any bid larger than \$50 million, plan to incur the delays and costs of protests. Team bids are usually less expensive, permitting involvement in several bids during a protest period, and easing the impact of the delayed award.

Make sure that the teaming agreements are solid business arrangements that protect the bidding investment, then look for other opportunities to be involved with the prime partner. Mr. Hall emphasized that alliances must be structured to protect the rights of the partners, and to permit easy dissolution if common objectives are not met. Subcontracting also provides the SDB with more control over bidding costs, without an inordinate increase in risk.

Mr. Franceski pointed out that prime contractors need to understand how to use SDBs effectively, and must define the relationships up front. Both parties need to plan on how to access each other in a way that rapidly leads to ideas on how they can work together. A properly structured and nurtured agreement can lead to partnerships that last for years.

The SDB subcontractor also must meet all reasonable performance and cost goals of the opportunity and the prime to be invited to join in performing other jobs. The prime should not load the subcontractor with an unwarranted level of risk, although risk sharing is fairly common between long-term bidding partners.

Ideally, the prime contractor will offer—and the SDB will accept—a mentor/protégé relationship. The prime can help the subcontractor meet cash flow emergencies, find needed resources and identify additional areas of functional growth. The SDB can, at the same time, enhance its competitive posture for future opportunities.

INPUT's Federal Information Technology Programs provide focus and assistance to small and disadvantaged businesses. A number of SDB and 8(a) clients make effective use of INPUT's support services, particularly the Procurement Analysis Report data base and hotline.

### Mark your Calendar for INPUT's 1992 Conferences!

- Outsourcing Information Systems Conference—*Getting Down to the Nuts and Bolts*—will be held September 17 and 18, 1992 at the Ritz-Carlton Hotel in McLean, Virginia.
- 1992 U.S. Executive Conference will be held November 1, 2, and 3, 1992, at the Fairmont Hotel in San Francisco, California.

For more information contact Barbara Fisher, Conference Coordinator, (703) 847-6870.

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## The Evolution of Technology in a Long-Term Contract

How do you automate a manual system that contains 130 million pages of paper representing 14.5 million patents when new applications are coming in at the rate of 3,300 per week? How do you catalog a set of documents that contain text, photographs, diagrams, and calculations and make them accessible to patent examiners and the general public at remote sites as well?

These were only a few of the questions faced by PRC in 1984 when they were selected to automate the Patent and Trade Mark Office's (PTO's) "shoe box" system for patent search and retrieval. Jim Merrell, vice president and executive director at PRC, now part of Black and Decker, presented the current status of this project at INPUT's Systems Integration Conference held in Vienna, VA, in July.

This contract, originally valued at \$450 million over a 10-year life cycle, has now been in place for 6 years. There are currently 200 PRC

people assigned to the contract. It was a good time to look back at what had been accomplished and understand how the challenges had been managed.

### More Facts

The magnitude of the challenge can be further illustrated by looking at other facts in the case. Exhibit 1 summarizes some of the data associated with the PTO patent system.

#### Exhibit 1

### The Magnitude of the Problem

- 130 million pages of paper
- 14.5 million U.S. patents in the system
- 175,000 patent applications per year
- 3,300 new patent applications arrive weekly
- 2,000 new patents awarded each week

Source: INPUT

The numbers are staggering. The 14.5 million existing U.S. patents vary in size from 1 to 1,000 pages and include photos, diagrams, and statistics as well as text. The large docket of pending patents is being augmented weekly by 3,300 new applications. Not all applications are granted, so the 2,000 patents awarded each week will eventually reduce the outstanding applications backlog. The access issue is another challenge since the patent examiners need to access the data from regional offices across the country and the PTO is committed to also providing additional sites for public access to the patent data base.

Change Can Be Evolutionary

The magnitude of the numbers is only one aspect of the challenge PRC faced. Since the project involved an ongoing function critical to the agency, the changes had to be incorporated incrementally lest they disrupt an ongoing system that supported the primary mission of the agency.

The initial contract was not a so-called grand design award but rather one designed to take advantage of incremental technology changes. It was based on technology available in 1984, open systems built with UNIX operating in a PC platform environment. Jim Merrell commented that even that approach was “rather sporty” at the time. This design model produced some results, but the project schedule began to slip and cost overruns began to appear.

In 1988, a different development model was adopted after much analysis and discussion between PRC and agency representatives. The deployment was redesigned along an incremental model. As a piece of the system was developed, it was turned over to a limited set of users as a production model. The

further insertion of technology into the organization was based on the feedback from these prototype users.

To make such a management model work, a task order implementation methodology was adopted. The entire project was redefined into small pieces, each of which could be developed, implemented, and deployed in manageable segments. This provided for a much more confining operating environment for the vendor, but one that could be tightly controlled. As a result, the project is now on schedule and back within budget, according to Jim Merrell.

To deal effectively with technical issues under this task order model, PRC adopted what Jim described as a “two-headed organization.” An Implementation Group is in place to execute task orders as defined. They develop and deliver modules of the system on a schedule developed jointly by PRC and the agency. Another group, known as the Systems Architecture Group, is in place also. Though much smaller, this group’s role is to regularly question the Implementation Group’s approach to ensure the latest technology enhancements have been introduced. In effect, there is a constant re-engineering activity going on. Exhibit 2 illustrates the concept.

Exhibit 2

PRC’s Two-Headed Organization

Implementation	Systems Architecture
- Develop system	- Review designs
- Deliver capability	- Question process
- Task orders	

Source: INPUT



This system creates a healthy level of tension, according to Jim, one that ensures that everyone is "looking at the forest and not the trees." The vendor has a clear picture of expectations and the client has a good measure of control over the results. There are fewer surprises for either party.

Jim indicated that this project is back on schedule and within budget because of this approach. Smaller, more manageable tasks lend themselves to more predictable results. The emergence of shorter projects in the commercial SI world are some indication that this management philosophy also works in that marketplace.

## Leveraging Experience

PRC has gained a lot of management and technical experience from this long-term project. The company's willingness to face the challenges inherent in the contract in 1984 has been productive for them. The issue of whether it also has been profitable was not addressed by Jim. As with many of these long-term contracts, it becomes harder to measure profitability as the project wavers from overrun status back to within budget.

PRC has leveraged the experience it gained on this contract into other opportunities, becoming a recognized vendor of choice in the digital imaging technology arena. The company is heavily involved in both the Navy's EDMICS and the Army's PERMS contracts, both of which have high digital imaging technology requirements. They have developed a demonstrable telecommunications capability, having just converted the PTONet architecture to a fiber backbone network this year.

It is only good management practice to capitalize on opportunities as they occur. Often the long-range benefits of new experience acquired by an organization outweigh the immediate benefits of the contract itself.

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## INPUT's Federal Information Technology Market Program

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- Systems Integration
- Turnkey Systems
- Office Information Systems
- Maintenance Services
- Telecommunications Systems and Services

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INPUT conducts over 100 primary research studies for clients every year, many focused on downsizing topics. These have included analysis of product introductions, marketing strategies, competitive analysis and vendor merger/acquisition study. For users, INPUT has evaluated specific applications, costs of downsizing, vendor evaluation and the potential for outsourcing.

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A Publication from INPUT's Federal Information Technology Market Program

## Recompetitions of SETA and SO Contracts: How to Achieve a Competitive Edge

Incumbent contractors are likely to win in approximately 75% of the recompetitions conducted for SETA and systems operations (SO) contracts (see Exhibit 1).

INPUT's new federal report *Agency Recompete Practices in SETA and Systems Operations*

*Contracts* pinpoints effective strategies for vendors to employ in this market dominated by incumbents.

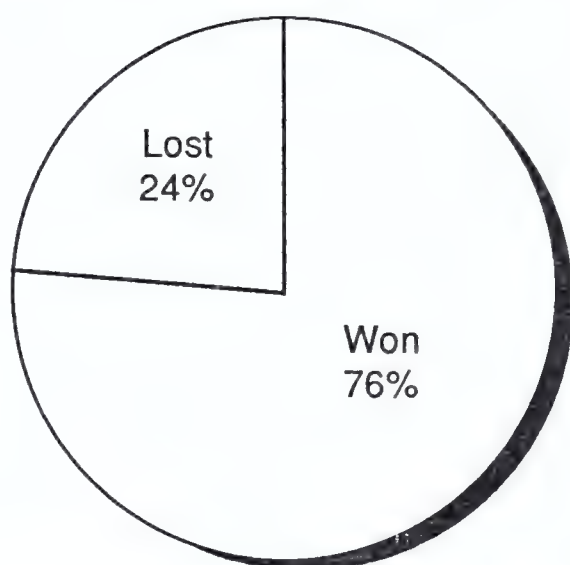
Vendor strategies to unseat incumbents should combine a variety of tactics. Exhibit 2 shows the general steps vendors should follow to maximize their chances of unseating incumbent contractors.

Vendors should increase marketing efforts to penetrate an agency and become more aggressive. Vendors need to demonstrate their capabilities and promote their technical and managerial strengths. Previous success stories at other agencies should be actively promoted within the target agency. Agencies are eager to receive capability demonstrations and technical advice whenever possible. Relationships with agencies should be strengthened in all these ways.

Demonstrations of capabilities will only be effective if they present how the incumbent can be out-performed. A new vendor must demonstrate superiority over the incumbent contractor. Demonstrating this superiority is more easily accomplished if the existing vendor has performed inadequately or if the agency's requirements have changed from the last

Exhibit 1

### Incumbent Win Rates



Percent of contracts won by incumbents

Source: INPUT

Exhibit 2

### Strategies Against Incumbents

- Market aggressively to agencies
- Demonstrate ability to outperform incumbent
- Target changing scope/poorly performed contracts
- Develop and communicate mission understanding

Source: INPUT

recompetition for the contract. The incumbent contractor may not have the experience level to competently compete under the new operating environment and therefore become vulnerable.

The main reason why incumbent contractors win successive iterations of a contract is because they understand the agency's mission. This knowledge helps them write better proposals. Although this is a very cost-competitive market, a low-cost bid will not by itself unseat an incumbent. Agencies generally require staffing level proposals, but winning vendors must reflect in their bids an understanding of the agency's mission and their procedures.

Several market factors also impact recompetitions of SETA and systems operations (SO) contracts. Vendors should weigh the conditions listed in Exhibit 3 prior to implementing marketing strategies to unseat incumbents.

Restructuring of pricing strategies may be necessary to offer agencies the lowest possible price. Larger vendors, in particular, that rely more heavily on internal personnel to staff contracts find this difficult to do. Employee overhead costs make it impossible to price

technical talent below \$25.00 per hour, especially in the Washington, D.C., metropolitan area.

Although agencies do not foresee cuts in contracting for SETA and SO contracts as a result of budget problems, vendors expect fewer procurements overall, and expect agencies to demand even lower prices. Profit margins could sink lower, or become almost non-existent.

Agency consolidation efforts are not only expected immediately in the Department of Defense (DoD), but also in civil agencies within the next two years. Consolidated

Exhibit 3

### Market Conditions

- More cost competitive
- Budget problems
- Agency consolidation efforts

Source: INPUT



information systems functions at federal agencies are expected to result in larger, but fewer contracts and changing agency buyers. The DoD in particular expects to concentrate all information technology buying within the Defense Information Systems Agency (DISA). Plans to establish DISA as the DoD buying agent are still under development.

As contract values escalate, larger contracts translate into fewer overall opportunities. Larger contracts pose significant problems for smaller vendors that traditionally have won SETA and SO contracts through the small business or small disadvantaged business set-aside programs. Many may fail in this "new" market because of a lack of corporate resources to compete for large-scale procurements.

As a result of DoD's Corporate Information Management initiative, vendors do not know to whom they should market their services. It is still unclear which organizations will need SETA and SO services, and who will run the procurements.

*Agency Recompete Practices* helps vendors make sense of the market issues surrounding SETA and SO contracts and offers advice on how to succeed in this highly competitive market.

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INPUT conducts over 100 primary research studies for clients every year, many focused on downsizing topics. These have included analysis of product introductions, marketing strategies, competitive analysis and vendor merger/acquisition study. For users, INPUT has evaluated specific applications, costs of downsizing, vendor evaluation and the potential for outsourcing.

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## Re-engineering—A Change in Processes and a Change for SI Vendors

Business process re-engineering is emerging as a key driver for more federal systems integration projects. In a newly released report, *The Federal Systems Integration Market, 1992-1997*, INPUT asked federal agency IRM personnel what trends had affected their systems integration projects the most. As shown in Exhibit 1, business process re-engineering ranked among the top three trends. Agencies commented that re-engineering is essential in bringing systems to open systems compliance (the top ranked trend). Agencies also commented on the savings that re-engineering can provide and how it is instrumental in cost-justifying automation expenditures.

Business process re-engineering is the radical retooling of organizational work flow before starting the automation of a system. It recognizes that adding more computing power to an older system will not give you a better system and that technology must be viewed as an enabler, not a solution.

This trend is reshaping the formula of systems integration projects. In business process re-engineering, the systems integrator does not have the luxury of building systems based on well-defined agency specifications and guidelines as has been done in the past. Re-engineering demands a fresh look at business

Exhibit 1

### Trends Affecting Agencies' Use of SO Projects

Trend	Rank
Open systems	1
Standards compliance	2
Re-engineering	3
Computer security	4
Downsizing	5

Source: INPUT

processes and rules that require a new set of skills to be a successful integrator.

This new approach emphasizing systems design places greater demands on the internal staff of systems integrators. Vendors are now forced to develop the skills within their internal staff because personnel with these skills are not readily available in the marketplace. A handful of integrators have jumped ahead in the re-engineering race. Companies like CACI International, Price Waterhouse, BTG Inc., Systems Research and Applications, and NMI of Fairfax, VA, are winning more contracts because they can provide re-engineering services.

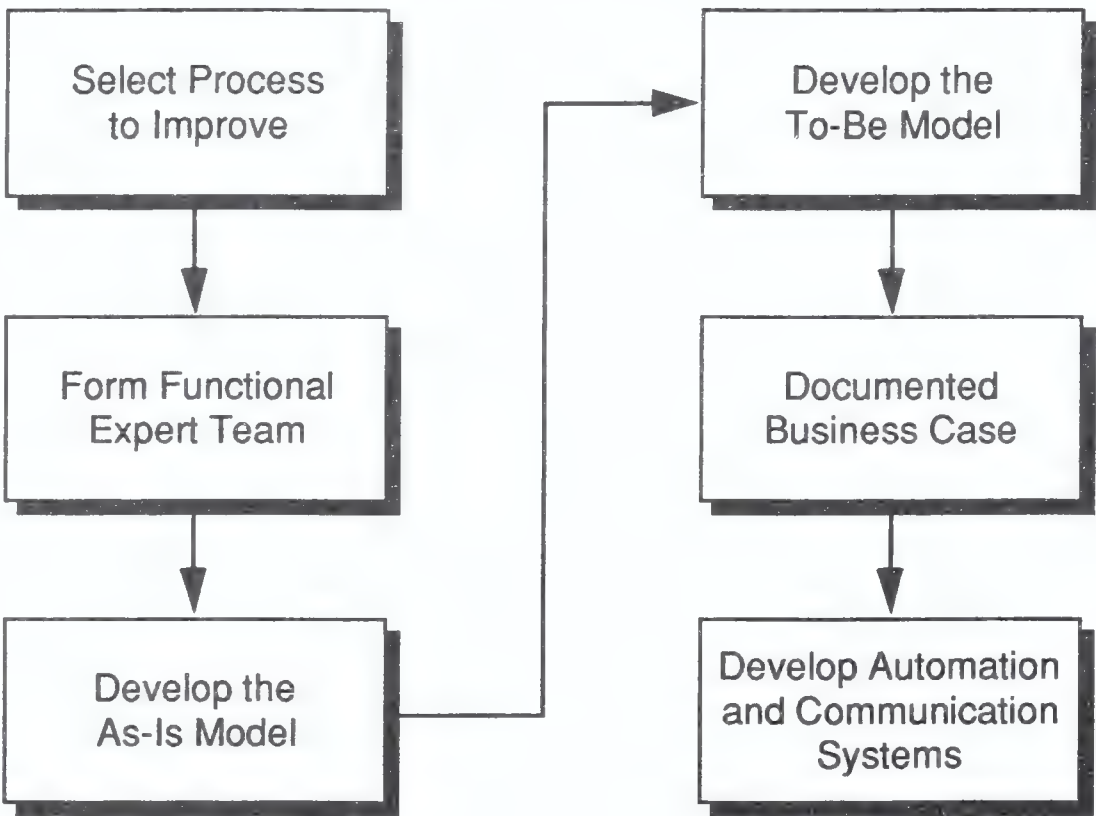
The push for business process re-engineering in the federal government comes largely from a change in how federal users view their mission.

With the help of the high profile Corporate Information Management (CIM) initiative created at DoD, federal users now see themselves as providers of services to the public, much like commercial businesses. In order for them to respond quickly to customer demands, they need to restructure their organizations, business processes and information systems to be more efficient as deliverers of service. This will lead to the opening of a very large re-engineering market in the federal government.

Business process re-engineering originally got its start as part of DoD's CIM initiative. The concept was developed to help DoD meet its mission objectives under shrinking Defense budgets. Exhibit 2 diagrams the steps that DoD takes when implementing a re-engineering project. DoD plans to use re-engineering in the

Exhibit 2

**DoD Steps of  
Business Process Re-engineering**



Source: INPUT



development of the Army's Sustaining Baseline Information System (SBIS) program. It is also expected to use the \$1 billion Integrated Computer-Aided Software Engineering (I-CASE) procurement as a vehicle for satisfying the DoD's requirement for the software modeling tools used in re-engineering.

Yet the concept is not limited to DoD agencies. Several civilian agencies such as the Internal Revenue Service, the Social Security Administration, and the Department of Energy have started including business process re-engineering in their systems integration efforts. The IRS has made a large commitment to utilize re-engineering techniques in its Document Processing System (DPS). As business process re-engineering becomes more popular, civilian agencies will probably look to DoD for guidance with methodologies and standards.

Systems integrators need to gain business process re-engineering capabilities because their competitors are sure to acquire them, whether by external acquisition, alliance or internal growth. Vendors can participate in the expansion of the systems integration marketplace if they can gain enough business process re-engineering experience early in the game. For these reasons alone, today's integrator must participate in this new methodology.

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## Federal Outsourcing Market Needs Vendor Encouragement

Federal agencies need help implementing new technology, downshifting functionality, responding to tighter budgets and implementing business process re-engineering according to INPUT's latest study on the *Federal Outsourcing Market, 1992-1997*. Vendors have started improving their image and need to do more.

It's no surprise agencies lack internal personnel to accomplish all of the above. Agencies have relied on contractors for a long time because of a lack of full time equivalent (FTE) positions. Current trends or needs are intensifying the needs for contractor services, specifically using outsourcing forms of contracts.

Outsourcing is a process through which customers contract parts of their IS operations to outside vendors on a long term basis. It is a contracting method that encompasses a variety of the following services:

- *Systems operations* - contracting for either platform or applications operations.
- *Network operations* - contracting for operations and management of the computer related telecommunications network, transmitting data, voice, images, text, and LANs and WANs.

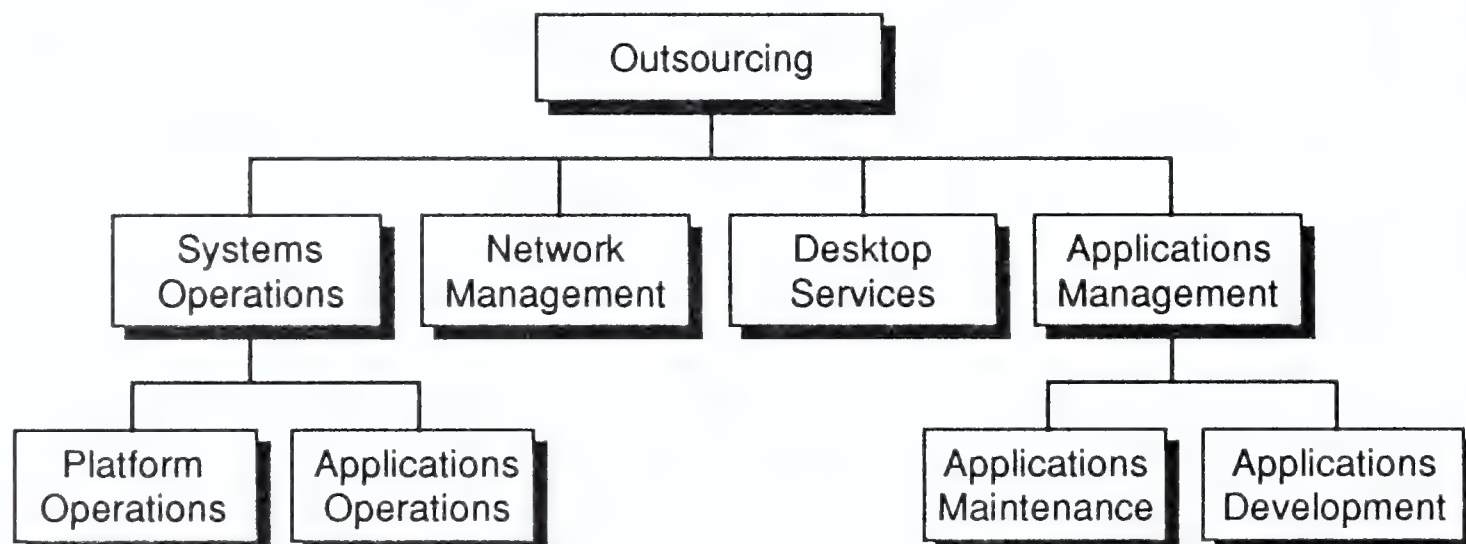
- *Desktop services* - contracting for any variety of services associated with a customer's PC/workstation environment: purchasing consultation, product supply, maintenance, installation services, LAN management, help desk/user services, training, inventory management, and network interface management.
- *Applications management* - the vendor develops and maintains all applications systems a customer uses to support a business operation.
- *Applications maintenance* - the vendor only maintains particular applications software associated with a business function.

Federal agencies are well acquainted with platform operations, applications maintenance, applications development and maintenance, PC maintenance, and user-training contracts. However, federal agencies with the exception of NASA and Department of Energy sites rarely have contracted for all of these services through one contract.

INPUT's view of outsourcing is shown in Exhibit 1.

Exhibit 1

## Types of Outsourcing



Source: INPUT

## New Technology Means New Approach

New technology affords agencies alternative ways to perform mission and administrative functions, hopefully resulting in lower operational costs. However, agencies find it impossible to keep up with the new advances in hardware, software and networks that are rapidly appearing in the marketplace. They lack expertise to develop and maintain new technology-based systems. Specific technologies that usually necessitate contractor support include: supercomputers, relational DBMSs, networking, servers, GISs and imaging systems.

Downshifting functionality to new platforms may entail re-engineering the work flow and developing new solutions, based on new software developed expressly for downsized environments.

The complexity of the downsized/distributed environment is driving agencies to seek more services from vendors. Agencies lack the skills to design and implement a multitude of devices from numerous manufacturers locally or across dispersed locations.

Business process re-engineering projects are being actively pursued at DoD agencies because of the Corporate Information Management (CIM) initiative. Civilian agency respondents in INPUT's study of the Federal Outsourcing Market, report business process re-engineering is not applied as much as it probably should be among those agencies. Agencies expect to step up efforts in this area in response to the Clinton Administration's emphasis on improving services to the citizens, and overall budget cuts.

## Vendor Strategies

Vendors should gear up to capitalize on intensifying agency needs for contractor support. Marketing efforts should be directed at alleviating agencies' qualms about outsourcing and stimulating their move to new technology and associated vendor services.

Specific recommendations for vendors are listed in Exhibit 2.

It is time to enhance the image of the vendor community into one that agencies can trust, one that agencies will not fear turning over greater IS and mission functionality to. Aggressive



## Exhibit 2

**Vendor Recommendations**

- Stop the protest circus
- Market service capabilities
- Suggest alternative technologies
- Promote success stories

Source: INPUT

marketing campaigns to change how agency personnel view outsourcing and the vendors that provide these arrangements are needed.

An ITAA (Information Technology Association of America) Committee recently published a document entitled "The ITAA Guide to Outsourcing in the Federal Marketplace". INPUT worked closely with the committee to develop the material. The document has been made available to government and ITAA members at no cost, and is available to anyone else for the nominal fee of \$9.95. It is a well-prepared first step in the education process and needs to be supplemented by more "missionary" work by the individual vendors.

**Need for Mutual Trust**

Trust, communications, and partnership attitudes must prevail for outsourcing to be viewed as an effective solution for mission contracting by government agencies. The level of protest activity launched by many losing vendors today in all IS service areas, furthers the skeptical view that many vendors hold of the vendor community. Calling a halt to the

protest circus can only strengthen overall vendor/agency relations.

Vendors should step-up marketing efforts of their intrinsic technical and managerial capabilities. Agencies are faced with rapid technology changes, expanding service and mission requirements and further budget cuts. Agencies have less resources today to manage their environments. Letting agencies know "who has the capability" should certainly induce further outsourcing activity, and possibly predispose them toward certain vendors.

Suggesting alternative technologies to improve business functions and mission deliverability will enhance an agency's perception of a vendor. It also serves as a measure of the vendor's commitment to the agency.

Active promotion of success stories with other agencies serves two purposes. First, it influences which vendor wins a contract. Agencies are paying more attention to a vendor's contract performance history during the vendor selection process.

Second, if the Government Performance and Results Act is passed, agencies are expected to feel additional pressures to improve IS performance. A strong reputation goes a long way to improve business opportunities.

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## Geographic Distribution of Federal IT Spending

More than 50 percent of sales for information technology products and services are reported by procurement offices outside the D.C. metropolitan area. In order to develop more effective marketing and sales strategies, federal agency vendors need to be aware of the many federal buying locations around the country. While many large contracts are awarded from the Washington, D.C. metropolitan area, a significant amount of purchasing from these contracts occurs at regional sites. This bulletin examines the distribution of federal agency sales reported to the General Services Administration.

Each quarter, federal agencies are required to report to the General Services Administration all sales transactions applied against contracts with award values greater than \$25,000. GSA maintains a database of these transactions to satisfy its own requirements for accountability. INPUT has analyzed this data from the last six years in order to determine geographical buying patterns and trends of the federal agencies. Understanding these buying patterns is necessary to develop effective marketing and sales strategies in conducting business with the government.

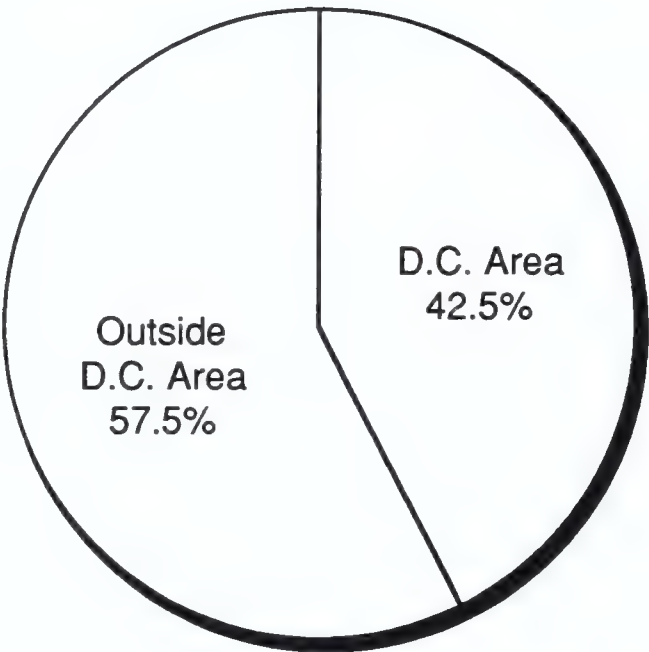
Many prospective vendors anticipate that the federal government, whose headquarters and senior information resource managers are located in the Washington, D.C. metropolitan area, spends most of its money in this one place. In fact, more than 50 percent of sales for information technology products and services are reported by procurement offices outside the D.C., Maryland, Virginia operating area.

### Where Sales Dollars Are Really Spent

Exhibit 1 shows the percent of sales dollars for information technology products in the three-state D.C. area (Washington, D.C., Maryland, Virginia) compared to the total government sales reported nationally. (Figures are based on total sales reported to GSA over the past six years.)

Exhibit 1

D.C. Area Sales By Dollars Reported



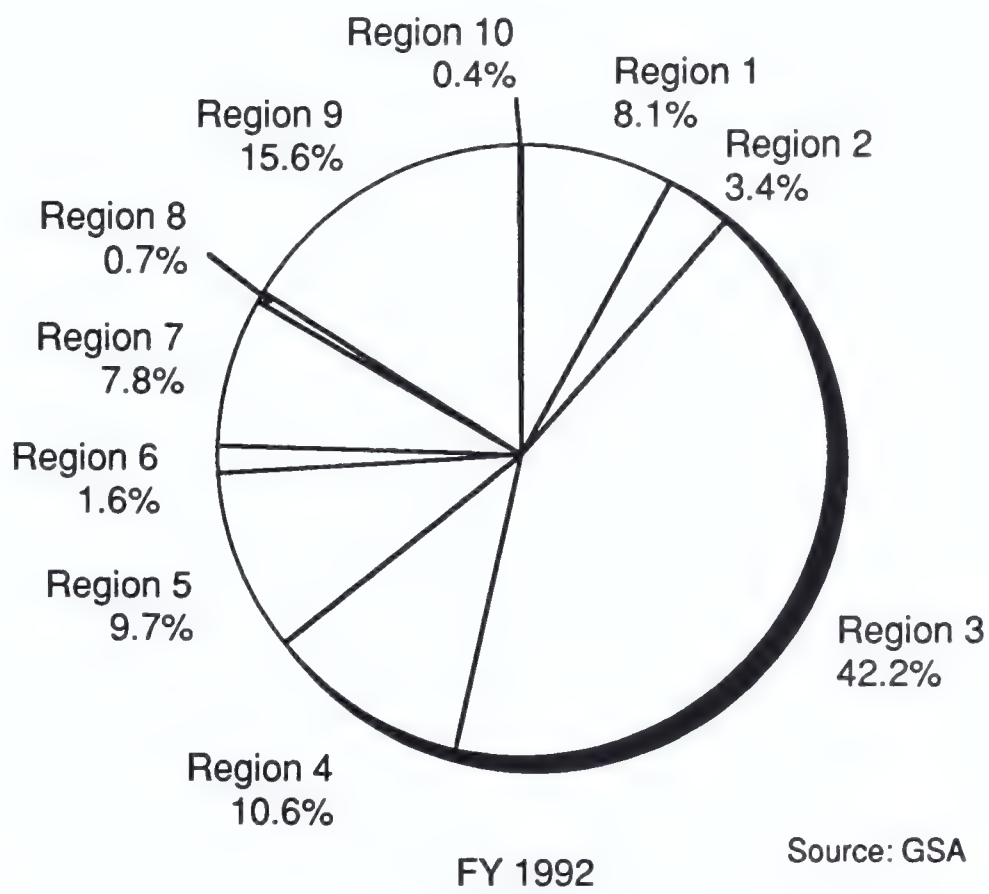
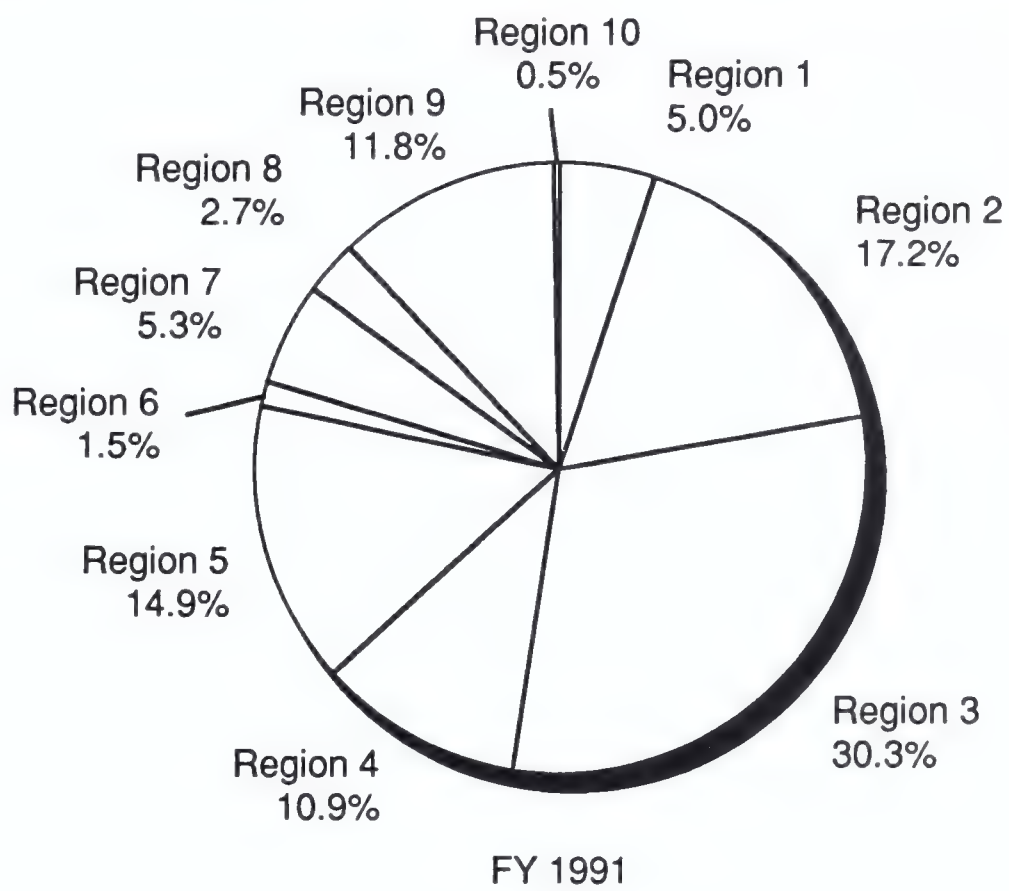
Source: GSA

Because more than half of all information technology dollars are committed outside the D.C. area, a vendor's sales focus should not be limited to headquarters offices. Exhibit 2 shows the distribution of sales by GSA regions for the two most recent fiscal periods, 1991 (October 1, 1990 - September 30, 1991) and 1992 (October 1, 1991 - September 30, 1992). Exhibit 3 lists the states that comprise each region.

The largest buying areas in the federal government can be seen more clearly in Exhibit 2. After the Washington, D.C. area, California, the Midwest and South Atlantic states represent the clear majority of spending. While significant sales transactions originate from other areas, serious sales programs should include these four areas.



Exhibit 2

**Distribution of Sales by GSA Region**

Source: GSA

Exhibit 3

GSA Regions

Region	States Included	
Eastern Zone	1	Maine, New Hampshire, Connecticut, Rhode Island, Vermont
	2	New Jersey, New York, Puerto Rico, Virgin Islands
	3	Delaware, Maryland, Pennsylvania, Virginia, West Virginia
Central Zone	4	Alabama, Florida, Georgia, Kentucky, Mississippi, N. Carolina, S. Carolina, Tenn.
	5	Illinois, Indiana, Michigan, Minnesota, Ohio, Wisconsin
Western Zone	6	Iowa, Kansas, Missouri, Nebraska
	7	Arkansas, Louisiana, New Mexico, Oklahoma, Texas
	8	Colorado, Montana, North Dakota, South Dakota, Utah, Wyoming
Pacific Zone	9	Arizona, California, Hawaii, Nevada
	10	Alaska, Idaho, Oregon, Washington

Source: INPUT

GSA Schedule versus Open Market Sales

The distribution figures shown in Exhibits 1 and 2 include both open-market and GSA Schedule sales. Since different marketing strategies are necessary for these two types of sales opportunities, a breakout of the total into these two will be useful. Exhibit 4 shows the ratio of total sales based on reported dollars broken out between open-market and GSA Schedule contracts.

The comparisons made so far have been based on total dollar sales. Exhibit 5 breaks out these sales by number of transactions reported against awarded contracts. By comparing Exhibit 5 with Exhibit 4, we can see that while 27 percent of the number of sales transactions are for GSA Schedule sales, these sales accounts for only 8.2 percent of total dollars. This is explained by the fact that GSA Schedule contract sales are typically lower amounts than open-market contract sales.



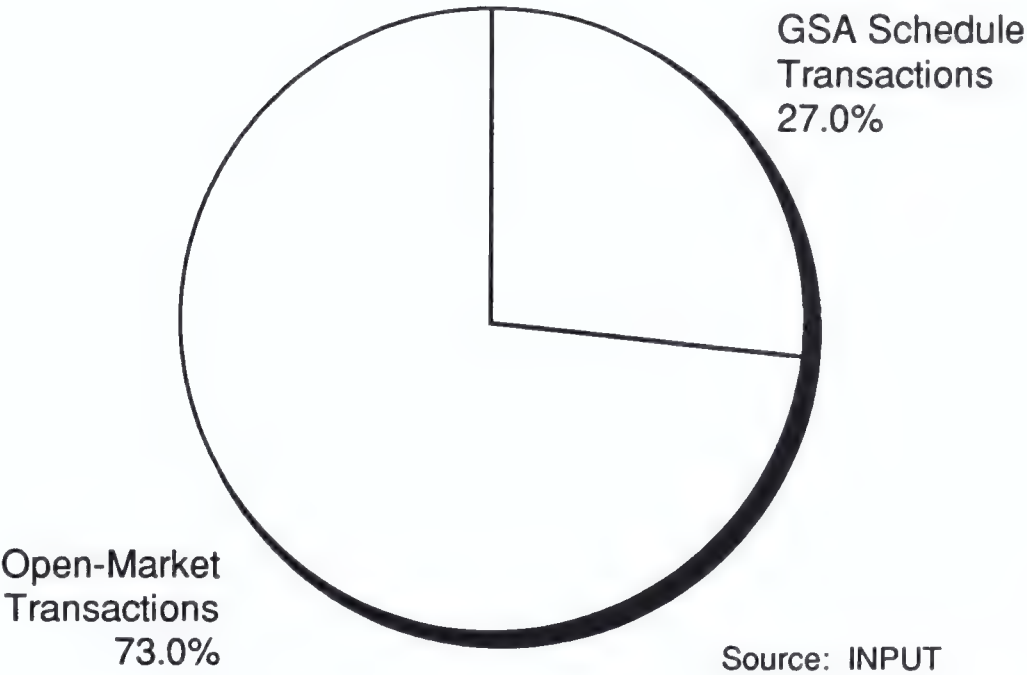
Exhibit 4

**GSA Schedule Sales Dollars Nationally  
(FY88-FY92)**



Exhibit 5

**Schedule and Open-Market Sales Transactions  
Nationally (FY88-FY92)**



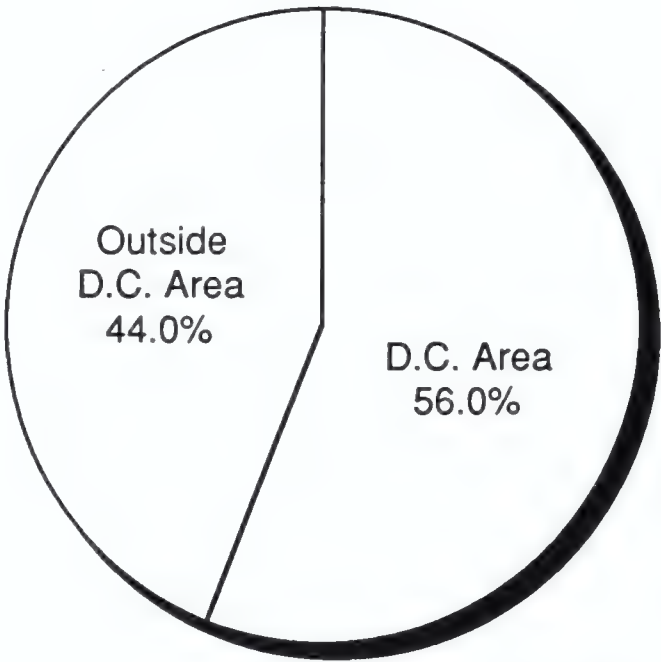
The ratio of GSA Schedule sales to open-market sales for the D.C. metropolitan area and the rest of the country is shown in Exhibit 6. More than half (56.0%) of all GSA Schedule sales dollars are committed within D.C. and its surrounding states. In Exhibit 7 we see that less than half (42.1%) of the total GSA Schedule sales transactions originate from within D.C. and its surrounding states. This means that overall GSA Schedule transactions within the D.C. area are for larger amounts than for the rest of the country.

**Awarded Contracts Still Require Marketing**

While successful, experienced vendors realize the value of active sales promotion, other companies do not realize the necessity. Contracts with the government are not all mandatory, and non-mandatory contracts do not guarantee sales. They must be marketed to agencies. GSA Schedule contracts are non-mandatory; most Indefinite Delivery, Indefinite Quantity (IDIQ) contracts are non-mandatory.

Exhibit 6

**Schedule Sales Dollars**



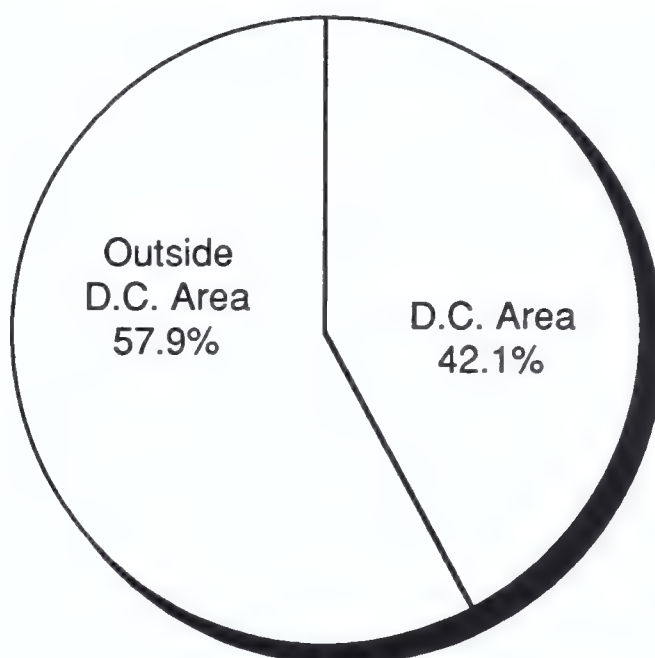
Source: INPUT

The numbers represented in these exhibits have been holding steady over the last six years. While INPUT expects that many of the agencies, civilian as well as defense, will experience restructuring resulting in fewer sites, buying patterns will not change dramatically. Sales and marketing strategies developed now, based on current sales distributions, will likely remain appropriate over the foreseeable future.

These contracts become the buying vehicles for agencies when the agencies know about them. While agency buyers can discover the availability of indefinite delivery contracts, more aggressive vendor sales activity would assure more robust sales.



Exhibit 7

**Schedule Sales Transactions**

Source: INPUT

Federal agencies usually have specific buying points for ADP products and services. Although there are almost 2,000 buying points spread over the country, relatively few are authorized by their agencies to purchase from indefinite delivery contracts. It will be necessary for vendor sales managers to understand where these specific buying points are and to be more proactive in their sales programs in order to be more successful.

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# INPUT<sup>®</sup>

# Research

# Bulletin

Route to:

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## Federal Government UNIX Market

New technologies appearing almost daily in the marketplace threaten the survival of traditional products. One traditional product that has enjoyed long-term success in the federal marketplace is UNIX. With emerging technologies and major marketing thrusts targeting workstation environments, some analysts claim that the demand of desktop UNIX will be exhausted. This bulletin examines some of the issues that will influence the direction of the federal market with respect to the UNIX desktop market.

### The Federal Government Is Partitioned With Respect to UNIX

In spite of obvious overlaps in memory management and processing capability, distinctions between complex instruction-set computers (CISC) for the desktop and reduced instruction set computer (RISC) workstations are still made on functional grounds. Office systems, data base development, and routine programming environments are the domain of CISC, while scientific and high tech image-based applications are the domain of RISC. Text-based interfaces are improving for CISC personal computers, but these interfaces are not

yet where UNIX-based RISC workstation environments have been operating successfully over the past decade.

UNIX remains dominant as the multiuser, multitasking operating system in the federal government, while DOS-based personal computers dominate in more traditional, heavily populated office applications. UNIX has not been successfully implemented on (IBM-compatible) personal computer platforms because of its considerable demands for memory and high volume data transfer rates.

Within the federal government, UNIX is normally associated with Sun Microsystem RISC-based workstation platforms. AT&T, DEC, Hewlett-Packard/Apollo, IBM, and Intergraph platforms are also found in these environments. UNIX on CISC-based personal computers is limited for the most part to Apple Computer's Macintosh processors. Apple's implementation of UNIX (A/UX) for the Macintosh offers full functionality, but Apple has been unsuccessful in breaking into the federal government personal computer market, with less than 10% of the installed base. Other vendors are improving their UNIX-based products, but they are not appearing significantly in federal agencies.

UNIX Is Widely Distributed

Because UNIX is effective in high tech, multi-tasking environments, UNIX workstations can be found virtually everywhere, as shown in Exhibit 1. The 44% figure for military services (combined Army, Navy and Air Force) can be attributed to the fact that the Department of Defense has been standardizing on UNIX for their workstations. Both the Department of Energy and National Aeronautics and Space Administration represent other high tech environments in which UNIX has been heavily used. Laboratories in several agencies comprise the remainder of the installed base.

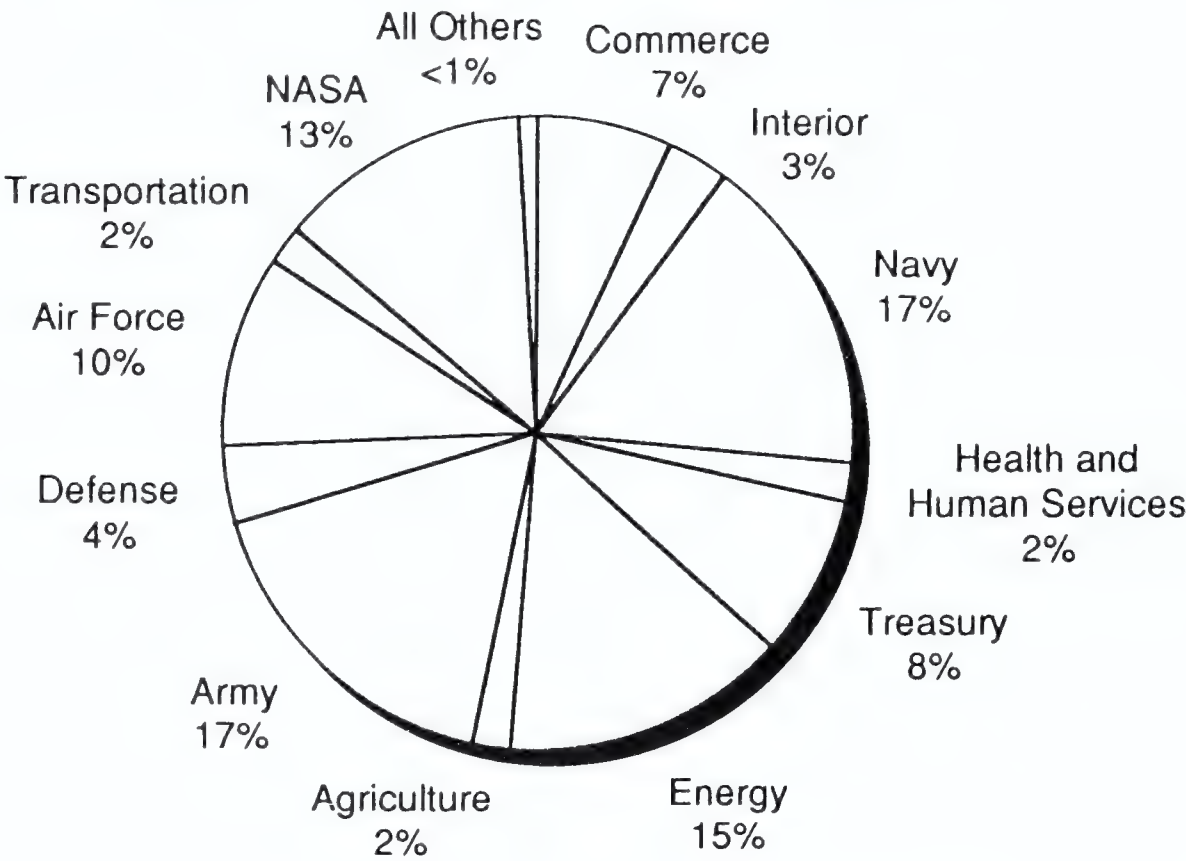
Workstations and midrange platforms that operate under UNIX are widely represented by different manufacturers (Exhibit 2). Not surprisingly, AT&T (22.8%), Sun (20.3%), and Intergraph (16.8%) all hold most of the market share, but several other vendors are represented. Exhibit 2 shows the distribution of vendors across workstation and UNIX midrange platforms installed in the federal government.

The Future of UNIX Is Dim

The largest threat to the UNIX environment appears to be Microsoft Corporation's anticipated new technology (NT) product. While NT is not yet appearing in federal

Exhibit 1

UNIX Distribution in the Federal Government

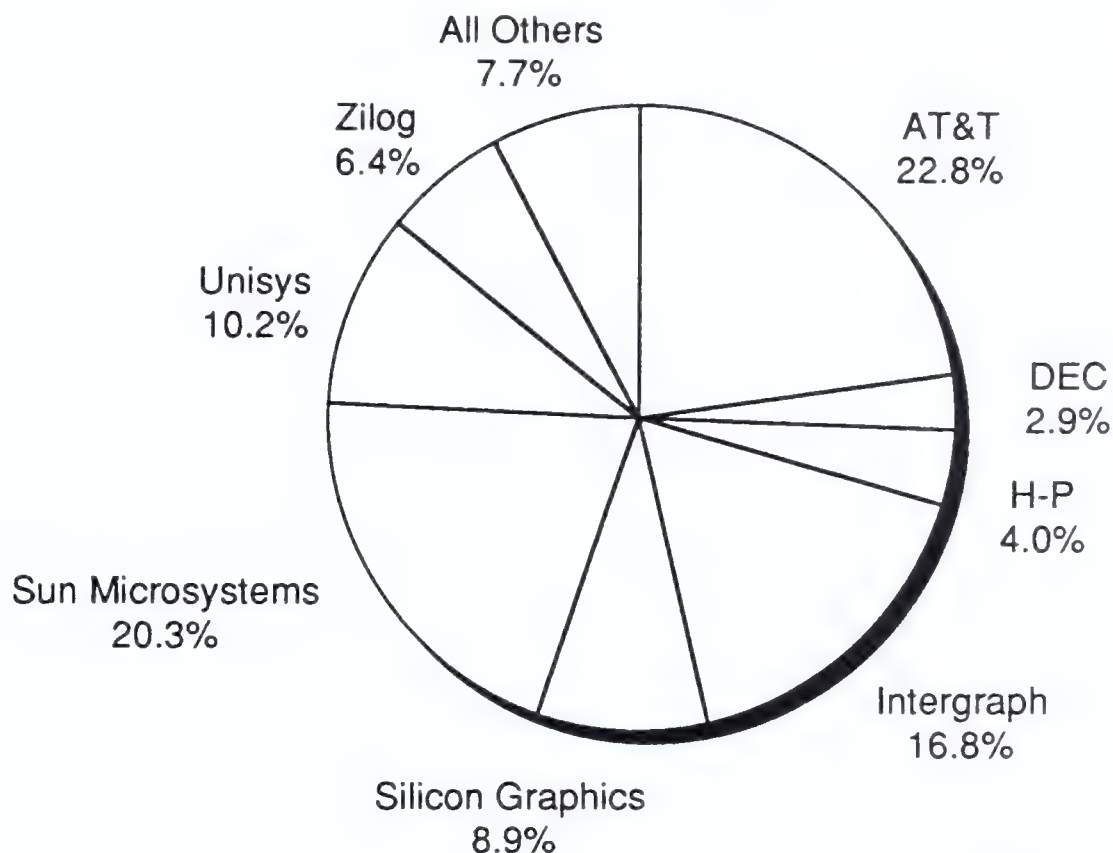


Source: Computer Intelligence



Exhibit 2

### Manufacturers of UNIX Midrange Platforms Installed in Federal Agencies



Source: Computer Intelligence

agencies, it promises considerable potential for high-end personal computer applications. Most of these high-end platforms are installed as part of local area networks (LANs), and the need for an effective operating environment across these LANs exists throughout those government offices where UNIX historically has not played well.

Results from a Dun & Bradstreet/UniForum survey of participants at the March 1993 UniForum Conference and Trade Show revealed that 37% believe Microsoft's new network-operating system product will extend benefits not offered by UNIX (Exhibit 3). Less than a majority (42%) believe NT would not extend benefits not offered by UNIX, and only 22% of those interviewed indicated they were unsure about comparable benefits. Without

considering the needs of these specific users, one could imagine a ground swell of interest in NT as an alternative to UNIX.

Many agencies are installing Microsoft's Windows, a product which is orienting DOS-users to the advanced graphic user interface environments that, until only recently, had been supported principally on Apple's Macintosh platforms and in UNIX-based RISC workstations. The transition to Windows running on a LAN positions the NT product favorably to challenge UNIX, at least on high-end CISC personal computer platforms, particularly if one ignores the nature of the actual applications running in UNIX-operating environments. In actuality, the anticipation of NT on the network may serve more to improve operations for the personal computer-based

Exhibit 3

**Will NT Offer Benefits Not in UNIX?**

Source: Dun &amp; Bradstreet Software

The NT challenge against UNIX as the dominant network-operating system could be dissipated as a result of the recent purchase of UNIX Systems Laboratories from AT&T by Novell Inc. Novell's Univel subsidiary has set a goal to both unify UNIX products and bring UNIX as an operating system into the domain of personal computers. The combination of talents and capabilities from both organizations suggests a serious force to continue UNIX effectiveness, as a minimum in those workstation environments in which it has played successfully over the years. The fact that Novell networks have been the overwhelming choice of federal users offers an advantageous, installed base to support a new UNIX-network product that could migrate from high tech environments to the domain of the personal computer.

LAN, and it can provide more clarity regarding appropriate applications for UNIX-based workstation networks.

At this point, the recent partnership between Microsoft and MIPS (now owned by Silicon Graphics) suggests an argument that the RISC workstation may be targeted by NT, but existing UNIX users in the government are skeptical that a serious challenge can be effected.

**The Future of UNIX Is Bright**

Developers in the UNIX market are not sleeping. The PowerPC chip, jointly produced by IBM, Apple, and Motorola will support many new desktop applications, and a new version of IBM's UNIX operating system (AIX) is now under development. Apple itself is shipping an upgrade for its A/UX product (Version 3.0), which offers full UNIX functionality.

**What Does UNIX Need?**

The predominant CISC personal computer operating environment in the federal government continues to be DOS, with no serious challenges short of Microsoft's NT. Microsoft's recent DOS upgrades and enhanced Windows product, especially for the network environment, represent major improvements in traditional office-based LAN operations. However, UNIX still has a performance advantage in RISC environments. Microsoft's NT is being promoted by some market analysts as an alternative to both DOS on CISC network servers and UNIX on RISC servers.

Agency officials are interested in upgrading operating system functionality and manageability of both RISC and CISC environments. While both UNIX and NT are potential operating systems in either environment, both cannot serve simultaneously



as a single standard government-wide network operating system. As it stands now, NT is slow getting started in the marketplace, and UNIX developers have time to adjust to criticisms of its limitations. UNIX will not likely replace the Microsoft products as preferred operating systems on personal computers, but it can solidify its hold on the workstation processors.

The lack of effective standards will remain a question mark in UNIX network operating environments. Users continue to cite problems with the multiplicity of installed UNIX versions. UNIX International, the vendor body attempting to address the problem of multiple versions of UNIX, announced, late in 1992, the formation of a work group to set direction for future releases of the System V version. Original Equipment Manufacturers (OEMs), Independent Software Vendors (ISVs), and end-users are included in the work group. Nothing yet has been made public, at least for federal users.

UNIX developers have two strategic directions to follow. First, developers must solidify UNIX's existing installed base. They appear to be doing this. New and improved products are being marketed to bridge existing installed applications across UNIX platforms provided by different vendors. More rugged UNIX-based tools, which take advantage of recent advanced hardware technologies, are necessary to provide interoperability between programs operated by different agency programs.

For federal government users, the anticipated competition between NT and UNIX is presently not a real issue. Agency buyers are occupying a "wait and see" position. Currently, the potential environments for each product are distinct and separate. The possibility that NT will make inroads into traditional UNIX workstation

environments, or that Novell's UNIXWare network-operating system will make inroads into corporate network environments, is not a well-discussed issue among federal agency information technology buyers. These officials will let the issue resolve itself in the commercial markets.

The outcome of this mostly hypothetical competition could cause concern to users in either office or workstation environments because of the need to protect installed applications. For the foreseeable future, network-operating systems in federal agency RISC workstation environments will improve around upgraded UNIX products and tools. Network-operating systems in federal agency CISC desktop environments will improve around Windows-based or Apple-based applications, and may benefit from a rugged, fully functional NT product. Operating systems which potentially cross over environments will meet with stiff resistance.

While small COTS applications are easier to sell than big UNIX applications, software that can be easily moved from platform-to-platform has a huge potential market. UNIX configurability, programming capabilities, and multiuser nature all can eliminate the drawback of today's LANs. In federal agencies, a larger issue must be addressed. Users must adjust their organizational processing scenarios to a transition, from single users attached to networks to multiple users operating multi-tasking applications in network environments. This is a difficult task, and vendors should be prepared to help.

This Research Bulletin is issued as part of INPUT's Federal Information Technology Market Program for the information services industry. If you have questions or comments on this bulletin, please call your local INPUT organization or Bob Deller at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182, Telephone (703) 847-6870, Fax (703) 847-6872.



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## National Performance Review—"Creating A Government That Works Better and Costs Less"

### The Report is Out...Where is the Report?

Right on schedule, the White House released its report on reducing red tape and increasing productivity in the federal government. The report is the result of a great deal of effort, time, energy, and personal commitment on the part of officials from within government. This fact alone separates it significantly from similar reports to streamline government that have been conducted by outside companies and commissions.

The resulting question is, "Where is the real report?" The version published appears to have been written by a speech writer for general public consumption rather than by a technical writer as a working document for agency follow-up action. The public does not have access to the "shadow" document, but future supporting documents will be released.

Actions are categorized for executive and legislative initiatives. Legislative initiatives await the pleasure of the Congress. The President has an opportunity to perform the other actions.

Presuming that executive actions follow, required funding to implement action items will not come at the expense of the information

technology (IT) budget. In fact, IT budgets will probably increase in the future in order to carry out specific recommendations for the use of IT as well as new spending to support other actions. Whether IT increases will come in FY 1995 (whose budget is already in development) or in FY 1996 will depend on the timeliness of actions taken by the Congress in implementing legislation deemed necessary to carry out its share of the report's recommendations.

### The Report Targets Significant Dollar Savings

Savings of \$108 billion over a five-year period are to be gained from better management, mission refocusing, streamlined bureaucracy, and through the use of information technology. Improved management of excessively expensive programs such as welfare (\$25B), food stamps (\$27B), public housing (\$13B), War on Drugs (\$12B) will be targeted to provide much of the savings. These savings will for the most part (1) be returned, uncommitted, to the Treasury, (2) result in reduced appropriations, or (3) be returned, in part (a small percentage) to the agency's relevant operating budget.

Exhibit 1

Estimates of Savings by Fiscal Year

	FY'95	FY'96	FY'97	FY'98	FY'99	Total
Agencies	7.0	6.2	7.0	7.3	8.9	36.4
Streamlining the Bureaucracy	5.0	5.8	7.4	9.5	12.7	40.4
Procurement Reform	0.0	5.6	5.6	5.6	5.7	22.5
Information Technology	0.1	0.5	1.2	1.6	2.0	5.4
Intergovernmental	0.5	0.7	0.7	0.7	0.7	3.3
Total	12.6	18.8	21.9	24.7	30.0	108.0

Figures in \$ Billions

Source: *Creating A Government That Works Better and Costs Less*,  
National Performance Review, September 7, 1993.

Some processes will save dollars merely by consolidating existing duplicative processes:

- a. Regulations on personnel management
- b. Delegated spending of federal funds
- c. Multiple budgets and accounting systems
- d. Oppressive procurement regulations

Exhibit 1 shows the categories defined under the National Performance Review for dollar savings and how these savings are accounted for by fiscal years.

Increased figures for the out-years will result from cumulative savings rather than from new initiatives. Some agencies have already begun operational improvements that will result in immediate reductions in operating costs. The lengthy process and political sensitivity of procurement reform will delay savings in this area. (Major procurement reform has been on the congressional agenda in each of the past two years with no resulting changes.) The five-year period extends into the next four-year administration cycle. Success in this set of actions would certainly have a positive

influence on voters in the next Presidential election.

Many Categories for Improvements are Available

The government reports it can save money by improving its management and operations in a large number of categories, as shown in Exhibit 2.

Many of these categories overlap. A savings resulting from one initiative could show benefits in more than one category. Information technology spending, for example, will benefit categories of management, services, and program design.

Reforming the Government Will Require New Capabilities

In order to improve its various management tasks, agencies will need new management tools. Performance measure, quality assurance,



Exhibit 2

### Categories of Major Recommendations

Category	Number of Recommendations
Procurement Reform	20
Human Resource Management	14
Financial Management	13
Information Technology	13
Support Services	11
Regulatory Systems	10
Budgeting	8
Management Control	8
Organizational Structures	6
Service Delivery	6
Customer Services	5
Leadership and Management	4
Program Design	4
Environmental Management	4
Administration	4

Source: *Creating A Government That Works Better and Costs Less*,  
National Performance Review, September 7, 1993.

and training tools are called for. It is unlikely the agencies will be able to establish required capabilities initially from among its existing staff. Access to these tools will require desktop upgrade as well as personal services contracts. Existing and planned hardware should accommodate the needs, but justification for future acquisitions will be strengthened.

The "electronic marketplace" recommended by the report increases the need for standard application packages and networks to transfer information and documents. This recommendation should boost interest in electronic commerce, which has been losing momentum lately as an information technology market. Much of the required hardware is in place, but electronic commerce support applications must be developed and standards must be coordinated to assure real savings through reduced levels of operating costs.

### Streamlining the Procurement Process Will Streamline Spending

Streamlining the procurement process can assure earlier contracts at less overall cost to federal agencies. Cost savings can be anticipated through both decreases in agency time to procure, and in lower bid prices by contractors who would pass on their own savings from reduced proposal development time.

Increasing blanket delegations of procurement authority "cloaks" significant market information. This information has been helpful to vendors in preparing for solicitations and in conducting teaming and subcontracting negotiations. If agencies follow through on establishing electronic bulletin boards for solicitation support, information would be available in a timely manner at additional savings of agency contracting staff time.

Otherwise, potential contractors will have little access to needed information for small- and medium sized-contracts.

Multiple-award, mandatory schedule (non-ADP) contracts now assure low prices over the multiple year contract periods. Neither open market competition nor non-mandatory schedules assure the same levels of low prices. ADP products and services are not available on mandatory schedule contracts. Better management of these GSA-negotiated schedule contracts would assure the vendors enough profitability to support lower prices for products and services.

Rolling-over 50% of unspent operating dollars at the end of a fiscal year would assure that more budgeted funds will be spent rather than disappear into the Treasury. More systematic and less opportunistic spending at the end of the year can be managed with more correlation with documented program requirements.

### **Improved Administration Will Have the Benefit of Improved Staff Performance as well as Reduced Operating Costs**

The effect of removing full-time-equivalent ceilings would be separating true operating costs from personnel costs. It would offer a closer approximation of funding needed for contracts and program operations rather than for placing agency staff in programs merely to keep them gainfully employed.

New personnel policies would support the hiring of higher qualified employees at market salaries. This could actually increase the job pool and decrease the dependence on contracted professional services unless qualified personnel are "bought" only for the performance period of a contract.

Empowering state and local governments would allow them to control their own spending. Contracting at that government level may make more dollars available for spending. Currently,

billions of unspent dollars for state and local services are returned each year to the Treasury. While this reform step would not result in deficit reduction, it would have the effect of improving government performance.

Putting customers first has been a battle cry of this Administration. Suggested customer service centers will require (1) personal services, (2) communications equipment, (3) access to databases of information on a variety of programs. It would also require accommodation for disabilities (physical, intellectual, educational, cultural) among the citizenry. So far, the government has shown reluctance toward accepting the bill for such services (with some notable exceptions such as the Internal Revenue Service). It is more inclined to want to pass on costs along with other business opportunities to contractors. This will probably not change under NPR actions.

The proposal to reduce 252,000 employees would target middle management, since this is one of the areas thought to be superfluous. This reduction will be resisted, with the effect of slowing down other reform measures. Further, most systems in the government have been designed to operate based on the existence of such managers, and anticipated operational efficiency gains would be lost.

### **Reforming Impacts will be Felt by a Large Number of Agencies**

The agencies that can be expected to absorb the most impact are shown in Exhibit 3.

### **These Measures Could Work**

The released report does not identify specificity beyond rhetoric in support of its actions. Nevertheless, all the working level documents that supported the final report should be available for any follow-on actions deemed appropriate by the White House and the Congress. The public should not be in a hurry



Exhibit 3

**Number of Actions by Agency**

Agency	Number of Actions
Agency for International Development	7
Agriculture	7
Commerce	15
Defense	12
Education	1
Energy	8
Environmental Protection Agency	11
Executive Office of the President	12
Federal Emergency Management Agency	4
Health And Human Services	14
Housing and Urban Development	10
Interior	14
Justice	16
Labor	21
NASA	5
Small Business Administration	8
State/U.S. Information Agency	9
Transportation	23
Treasury/Resolution Trust	20
Veterans Affairs	16

Source: *Creating A Government That Works Better and Costs Less*,  
National Performance Review, September 7, 1993.

to dismiss this report as yet another set of impossible recommendations.

The President appears to be hanging onto the momentum of this initiative and needs something major to turn around negative public opinion. He will work hard by example and by putting pressure on the Congress to carry out the proposed actions.

There would be serious pressure on both the Administration and the Congress if voters truly believe in the proposed actions. Less negativity seems to have been generated from this

initiative than from others in the past. The bureaucracy itself has demanded change, and taxpayers are looking for reduced government spending. The economics of the international marketplace demands streamlining measures and economic development from this Administration.

The recommendations are coming from government itself, rather than from an outside commission or "team of experts." This means that the bureaucratic culture may lack its ordinary resistance to change, and the bureaucracy will be pushing for reform in the major cost-savings areas.

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## The National Information Infrastructure

The nation believes it needs an information superhighway and is moving ahead with plans to research, develop and fund such a massive endeavor. The National Information Infrastructure would bring voice, video and data into every home and office in the country at gigabit speeds.

In order to accomplish the broad goals set up for the NII, the administration has already taken several significant steps, as shown in Exhibit 1.

By transferring 200 Mhz of the radio frequency spectrum now used by federal agencies to the private sector, the administration hopes to promote competition and to encourage business growth. The National Performance Review laid out the framework of a new more effective and efficient government. By investing in new programs for the High-Performance Computing and Communications Initiative, the nation can become more competitive at the international level and move ahead on the use of technologies to support an information superhighway. This highway would be shared by all citizens, academic institutions, research faculties and private enterprise. Open systems standards are already in development, but renewed attention would be necessary to complete interconnectivity. Finally, private sector investment in R&D by way of new tax

### Exhibit 1

#### Steps Toward an NII

- Reassign the radio frequency spectrum
- National Performance Review
- Investment in new initiatives
- Private sector investment
- Establish standards
- Provide citizen access

Source: INPUT

incentives would assure sponsorship and appropriate ownership.

### Congress Has Taken Up the Gauntlet

Congress has before it more legislation related to the computer industry than ever before. The bills cover such topics as the information highway, information access and telecommunications. Some bills will set standards and others will fund projects for new technological development. Most bills will be advantageous to the computer industry.

Four telecommunications bills promise to open up the nation's telephone system as a conduit for high-bandwidth information into homes and businesses. These bills could free up tremendous amounts of government information resources for public consumption, and could link schools and libraries to the NII using sophisticated multimedia interfaces.

The Telecommunications Infrastructure Act of 1993 has strong congressional support and should pass this year. It would open up significant competition between cable and telephone companies that is expected to result in higher transmission capabilities, improved services and lower user rates. The market for interactive TV devices will likely become a new frontier for PC microprocessors.

The House bill, H.R. 1727, the National High-Performance Computing and High Speed Networking Applications Act, goes to the full Science, Space, and Technology Committee for hearings.

The High-Performance Computing Act of 1991 laid the groundwork for building the National Research and Education Network. NREN would encompass the applications and NII would be the medium.

The National Information Infrastructure Act of 1993 passed the House and is waiting for the Senate version to pass. It is an outgrowth of the High-Performance Computing and Communications program, the High-Performance Computing Act of 1991 and the National Research and Education Network (NREN).

In the NII Act of 1993 the Congress found that high-performance computing and high-speed networks would be necessary, powerful tools for assuring:

1. National security
2. Industrial competitiveness

3. Research capabilities
4. Sharing of a wide array of information for a variety of applications
5. Access to opportunities by Americans with disabilities

Congress signed the Government Printing Office Electronic Information Act into law to provide public access to the *Congressional Record* and *Federal Register*.

## Sponsorship and the Government's Role

Building a National Information Infrastructure will require the cooperation of different classes of participants. Federal, state and local governments; industry; the academic environment and the general public will all be involved in the program. The federal government's role is to set the groundwork for other government perspectives and for private sector participation in terms of investments and acceptance of regulatory frameworks. The NII is trying to orchestrate individual agency initiatives into a coherent federal policy.

In addition to the National Information Infrastructure, two other high-performance network based technologies are influencing the nation's access to information. The Internet is a mesh of networks connected across the country, and the National Research and Education Network (1991), as part of the Internet, extends the information superhighway. National Science Foundation is a lead player in NII efforts, because it runs the NSFNet portion of the Internet. Under the NII Act, the NSF would be required to consult with the Department of Education on the educational applications. An amendment to the act freed the National Telecommunications and Information Administration from the role of encouraging companies to provide network services in local communities. That job, called the Connections Program, would be left to NSF.



The industry would be largely responsible for building and operating the infrastructure proposed under the President's NII program. Industry hopes to protect the NII from government control—to prevent unfair competition practices should the government favor certain technology approaches. Industry expects that through the High-Performance Computing and Communications Program initiative that supports NII, encouragement for the growth of applications that will serve the immediate needs of a range of users in various industries would follow.

## Funding

Sources of funding for the massive NII effort is uncertain. The cost has been placed at various points between \$1-5 trillion, depending on how broadly the scope is defined and over what period of time (up to 22 years). Several certain needs can be identified today (Exhibit 2).

Funding NII from existing appropriations is consistent with the way Congress handled the High-Performance Computing and Communications program funding. Under the NII Act, R&D appropriations would be identified from already appropriated spending (Exhibit 3).

## Two Front-running Applications

Private health care providers and insurance companies are anticipating ways that the data superhighway can trim health care costs. One estimate places the cost of paper related tasks at 25% of all health care costs. The transmission of standardized claim forms offers the potential to save dollars, trees and labor. The Clinton administration is applying pressure by the use of standardized forms, but pressure has not yet been felt toward a powerful information sharing technology. Without this pressure, no real

Exhibit 2

### Required Equipment for NII

- Upgrade telephone companies' backbones and networks
- Distribute high-definition television monitors
- Equipping households and schools
- Equip mobile offices (cars and vans)
- Replace outdated equipment
- Connect local sites to backbones

Source: INPUT

Exhibit 3

### R&D Appropriations for NII

Application	Agency	FY1994 (\$ M)	FY1995 (\$ M)	FY1996 (\$ M)	FY1997 (\$ M)	FY1998 (\$ M)
Network access plan	NSF	15	30	50	-	-
Education applications	NSF	16	45	60	75	75
Health care applications	HHS	22	54	72	90	90
Database and remote-sensing image applications	NSF	8	16	22	32	32
	NASA	4	8	10	12	12
Access to federal information	General	4	12	16	21	21

Source: INPUT



improvements on the paperwork reduction front can be realized.

Educators, for example, are keen on the data superhighway's potential for improving primary and secondary education. The American public school system is under continuous attack. Administrators nationwide are reevaluating the current teaching system which encourages passive rather than active learning. This system does not develop the skills children need to succeed in an information oriented society. The NII holds great promise for raising the effectiveness and efficiency of the nation's school systems.

## Many Questions Remain

*Government Support* - The climates in government, the vendor community, and the general public represent high hope that the many educational data network bills pending in Congress would result in improved access and distribution of information. With so many issues dependent on the aggressive development of information technologies to be considered in legislation, the chance of at least a basic level national information infrastructure being implemented is high. Current legislative efforts are setting the vision for NII, but the funding issues are very much in doubt. The true test of congressional and administrative commitment to NII efforts will be seen as budgets are developed. Funding earmarked for HPCC efforts had been deleted in partisan maneuvers to block President Clinton's fiscal 1993 economic stimulus package. They could reoccur in deliberations of NII legislation.

*Standards* - Networking standards are key to the success of the National Information Infrastructure program. Standards are required to hook up telephones, TVs, facsimiles, computers and all other equipment required on the network. Standards will be required for effective use of digital documents, financial and commercial transactions. The slow rate of new standard adaptation in the federal government, particularly the Government Open Systems

Interconnect Protocols (GOSIP) standards, suggests that timeliness in implementing new technologies will be difficult to assure and still support interoperability. As one example of an immediate need, agreement on a common X.11 Electronic Data Interchange standard would speed the processing of millions of health-related documents between insurance companies, hospitals and government agencies.

*Policy* - In order to assure optimal use of scarce resources, NII will require a firm national policy statement regarding ownership, sponsorship, technology development responsibilities and standards development through the year 2015. Related programs such as HPCC have requirements spread over several agencies and still lack adequate coordination. By defining a strong national policy statement, planning and product development can begin so that the new systems and networks can meet the national goals.

The NII is likely to be economically and commercially based and backed by private funds instead of government and academia. Industry will not be willing to form partnerships with the government if policy is not clear and if programs are not managed well. Development models may be necessary to help the implementation of NII. Legal and regulatory frameworks will be necessary to protect privacy and copyrighted materials, communications services and widely available applications. Divergent interests may raise numerous policy issues that potentially threaten the potential of NII.

Policies for everything from computer security to intellectual property protection must change to reflect the delivery and support media.

*Working environments* - Users of the NII can expect their working environments to change. Business as usual will cease to exist. How we work, where we work, the information available, how we access information and how we think will be influenced by opportunities



under the NII program. Education, health care, libraries and entertainment will experience changed environments first. Other applications will follow as the program matures.

Some familiar technologies will remain. Workstation, desktop and network platforms will be upgraded but still dictate access to networks. The processes in accessing information and new application types will bring about the massive and unrelenting change in our professional and personal lives.

*Control of use* - Major disputes are developing over who will control access and commercial rights to the superhighway. Traditional private sector providers such as AT&T, MCI, Sprint, and Time Warner have already built fiber-optic networks that could serve as backbones for applications. These companies cannot assume they will also control the gateways used to access them. With more than a million Internet hosts controlling much of the basic access, large corporations adding their own intelligence to connect growing networks only complicate the control question.

Much current investment, primarily in fiber networks, is in the upgrading of cable television systems. As competitors to regional Bell companies for local services, cable companies must be able to offer comparable support. RBOCs appear to be willing to allow above-board competition on the local loop if federal restrictions are eliminated. Many industry experts believe the biggest unresolved issue lies in where intelligence resides. Telephone companies want to control access to this information and provide total service packages to major customers. Media firms view this as non-competitive and oppose such a practice.

*Economics* - To be economically useful, the NII cannot rely on federal funding alone. It has to generate profit for private sector vendors and create opportunities for new jobs. The problem is that the federal government is facing deficit reduction and doesn't have the checkbook or the investment potential to fund the massive program into the next century. The private sector is going to have to take a lead role. This can confound the standards-setting process. It will also raise difficult regulatory and policy questions. Additionally, the government's role in setting standards and building the infrastructure is questioned, even though its main responsibility as standards implementer is not. The government has to remove the obstacles for a competitive and economically viable network marketplace, or the NII will never come to pass.

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## Research Bulletin

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## Buy America Act and Trade Agreements Act

The confusion resulting from perceived overlap between the Buy America Act (BAA) jurisdiction and that of the Trade Agreements Act (TAA) will probably grow with the ratification of the North American Free Trade Agreement (NAFTA) treaty. A careful reading of these three policies could remove only some of the confusion. Case-by-case handling will be necessary to resolve other confusion. The two benefits that could result from better understanding are shorter procurement cycles for products originating, at least in part, overseas and less costly bid development and protest defense.

From a practical perspective, vendors who understand the competitive advantages of the different policies will be better able to sell to the government.

### Buy America Act Promotes Protectionism; Trade Agreements Act Does Not

Items covered under the Buy America Act (BAA) are not prohibited from sales to federal agencies. BAA was intended to alleviate protectionist concerns raised by U.S. manufacturers by reducing competitiveness of foreign manufactured products. It basically gives preferential treatment to domestic products by assessing evaluation penalties on

products produced abroad. Both BAA and the Trade Agreements Act (TAA) address products to be used inside the U.S. They differ from the Balance of Payments Program, which deals with products used outside the U.S.

Designated country end products are targeted by BAA.

On the other hand, the Trade Agreements Act (TAA) does not support protectionist policy. It provides absolute prohibition from doing business with certain countries. Other countries are treated as if they were the U.S. These policies define countries covered by TAA.

- Countries designated under the Caribbean Basin Economic Recovery Act
- Israeli end products under the U.S.-Israeli Free Trade Area Implementation Act
- Canadian end products under the U.S.-Canada Free Trade Agreement Implementation Act
- NATO countries qualifying for Defense contracts

TAA encourages countries to become partners in government procurement. Membership in TAA often reflects policy decisions resulting



from unfair trade relations, human rights violations, and other issues that may or may not relate to information technology products or services.

Manufacturers or distributors can self-certify products under TAA. Self-certification is generally not questioned unless any party has reason to doubt the validity of the certification. These doubts can be raised at several levels in the procurement process or to several different oversight agencies. The U.S. Customs Service, the General Accounting Office, or the General Services Administration's Board of Contract Appeals are the usual agencies that address protests or conformance issues. Contracting officials may raise questions related to TAA applicability, but they are not obligated to. False statements of any kind, specifically regarding TAA, in a proposal lead to a ruling of non-competitiveness.

BAA and TAA Do Not Overlap

The Buy America Act does not apply to anticipated purchases of foreign manufactured items that exceed \$176,000. Line-item purchases over this threshold would fall under tests defined by the Trade Agreements Act. While most interpretations apply the threshold to individual CLINs, or contract line items,

States Trade Representative, and may change from time to time based on certain economic indexes.

NAFTA Will Have an Influence on Procurements Involving Non-domestic Products

The North American Free Trade Agreement (NAFTA) would eliminate all tariffs on goods originating in Canada, Mexico, and the United States over a "transition period." BAA would no longer apply to products manufactured in the three areas because they would all be considered under the treaty as inside the U.S. Products originating outside this area would be treated under TAA unless they are sufficiently transformed, or otherwise undergo a specified change in tariff classification.

As currently drafted, NAFTA applies to procurements in government agencies and in government enterprises, such as Resolution Trust Corporation and the U.S. Postal Service, as shown in Exhibit 1. The coverage may extend to state and local jurisdictions, as well.

NAFTA does not apply to arms, ammunition, weapons and other national security procurements.

Exhibit 1

Procurement Dollar Thresholds To Be Applied Under NAFTA

	Government Agencies	Government Enterprises
Goods and services	> \$50,000	> \$250,000
Construction services	> \$6.5 million	> \$8 million

Source: INPUT

The dollar thresholds, or "transaction values" represent either prices paid for the good or the net cost value of the good. This value is the actual cost of the good minus royalties, sales promotion, packing and shipping. Net cost must be used where the transaction is not acceptable under the General Agreement on Tariffs and Trade (GATT) Customs Variation Code.

other interpretations apply the threshold to the total value of the contract. The agency contracting officer has been allowed to make the interpretation for a specific contract award. This threshold level is determined by the United

Procedural obligations for procurements are identified under NAFTA.



- Provides rules for technical specifications, qualification of suppliers, time limits, etc.
- Prohibits discriminatory 'buy national' requirements
- Sets up a bid protest process to challenge awards

## Common Procurement Problems and Misconceptions Can Be Avoided

The best available source of information about the application of BAA or TAA is the Contracting Official responsible for the procurement. If the CO cannot offer definitive information on the applicability under either of the trade policies, a company should be prepared to suggest what its interpretation is and how its proposal under this interpretation conforms to relevant policy.

If BAA applies, offerers need to be aware of the domestic end product test (defined at FAR 25.101). This test requires that targeted products either are manufactured in the U.S. (U.S., Mexico, or Canada) or pass the 50% component test. This test requires that 50% of the value of the end product is provided in the U.S.

If TAA applies, products must pass the substantial transformation test. The country of origin or the country where transformation occurred is the important issue when products are manufactured outside the U.S. or the TAA countries. Such tests are defined case by case. In the past, products resulting from repackaging have not qualified. Reassembly into a new or different product does qualify. Assembly of kits does not qualify. Key parts assembled from different countries apply. Adjustment and alignment processes to existing products may apply, but limited weight is assigned in determining value of the product.

Other criteria which determine the value of transformation are listed in Exhibit 2. There has been no overall set of relative scores developed to show how any of these might compare with any other.

Exhibit 2

### Factors in Determining the Value of Transformation

- Physical change
- Time involved in operations
- Complex operations
- Level of skill required in transformation
- Amount of value added

Source: INPUT

Several different products (shown in Exhibit 3) have been tested to determine whether significant transformations apply under TAA.

Products must be compliant under TAA at the time of performance, and not necessarily at the time of award. (This was demonstrated in the "Desktop IV" protest decision.) The agency contracting official must consider production capacity of the vendor in order to determine responsiveness to the solicitation (Request For Proposals).

One of the less frequently applied tests for TAA conformance is available through the U.S. Customs Service. Customs has been delegated by the Secretary of the Treasury (Department of Treasury 19 CFR Part 177) the responsibility for conducting such tests. Tests are normally applied in reaction to specific requests. Customs does not investigate issues on its own. Although this process is available, it has only been used in one significant case involving information technology products. This case came about from the Air Force award of the "Desktop IV" contract. In this case, the

Exhibit 3

Examples of Products for Significant Transformation

Foreign Manufactured Product	Acceptable Transformation
Monitors	No, unless assembly in TAA country
Computer diskettes	No, if blanks Yes, if programs are added in TAA country
Laptops	No, if only replacing chips Yes, stuffing and assembly
Circuit boards	Yes, if populating
Motherboards	No, if only adding CPU
Terminal video shells	Yes, if installing logic boards
PROMs	Yes, if physical and essence change
EPROMs	Yes/No, depending on location of programming or reprogramming establishes place of origin
Computer kits	No

Source: INPUT

production of computer monitors was seen as not conforming to TAA tests of significant transformation.

Requests for ruling by the U.S. Customs Service can be submitted from a variety of sources (see Exhibit 4). Once a request is made, the agency is required to issue a determination within 60 days. Customs is not authorized for

purposes of TAA to determine a substantial transformation of an item in the U.S.

Oversight of BAA and TAA is provided by either the General Accounting Office (GAO) or GSA’s Board of Contract Appeals (GSBCA). The GAO will review any contract administration matter. It will review a case if the agency contracting official has reason to

Exhibit 4

Sources of Requests for U.S. Customs Rulings

- Foreign manufacturer, producer, or exporter
- Manufacturer of a like product
- Member of U.S. labor organization representing a like product
- Trade or business association

Source: INPUT



doubt a vendor's compliance with TAA. The GSBCA reviews contract administration only if pleaded under the Brooks Act.

## Lessons Can Be Learned from Desktop IV

The Trade Agreements Act is more complex than the Buy America Act. Interpretations under TAA have not been made sufficiently, except in certain cases. The most significant case so far is "Desktop IV." In this case, U.S. Customs played a role for the first time in determining the extent to which a significant transformation occurred to a computer monitor, even after the vendor had self-certified that it complied with TAA. The lessons from Desktop IV are simple and straightforward.

- Prepare for the issue of coverage under TAA if a product may be in question.
- Seek U.S. Customs certification early enough to get a decision before anticipated award.
- Develop an alternate manufacturing plan in case a U.S. Customs decision is unfavorable.
- Communicate with the contracting officer. Get the agency's view about the extent to which BAA or TAA will be applicable, that is, on a contract line item (CLIN) basis or on the total anticipated value of the contract.
- Get an expert opinion and advice.

The sources of information for this bulletin include the Department of Commerce, the Federal Acquisition Regulations (FAR), Government Sales Consultants, Inc., and Seyfarth, Shaw, Fairweather & Geraldson.

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# Research

# Bulletin

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## Federal Procurement Reform Is On the Front Burner

### The Regulatory Agendas

Four significant procurement reform agendas have appeared during the first session of the 103rd Congress and are poised for legislative resolution during the second session (fiscal year 1994). These agendas include:

- Armed Forces Appropriation Section 800 Panel Report
- Initial Senate actions:
  - S. 553, "Federal Property and Administrative Services Act of 1993"
  - S. 554, "Solicitation Enhancement Act of 1993"
  - S. 555, "Procurement Protest Clarification Act of 1993"
  - S. 556, "Procurement Protest System Improvements"
- H.R. 2238, "Federal Acquisition Improvement Act"
- S. 1587, "Federal Acquisition Streamlining Act of 1993"

### Section 800 Panel

The Section 800 report was issued in January 1993. It was the first procurement reform document to be released this year. It was developed from recommendations in the Armed Forces Appropriations Bill for fiscal year 1993. A significant portion of the issues in the report was picked up by the House of Representatives in H.R. 2238 and by the Senate in S. 1587. The House and Senate Armed Services committees are expected to introduce broader legislation later during the second session of the 103rd Congress that would address recommendations from the Section 800 Panel.

### H.R. 2238

Representative John Conyers, Jr. (D-MI), chairman of the House Government Operations Committee, resurrected his 1992 federal procurement bill, HR 3161, with the support of Representative Ronald Dellums (D-CA), chairman of the House Armed Services Committee. The new bill, the Federal Acquisition Improvement Act, was released in August 1993. It reflects prolonged debate among different branches of the government, and works toward procurement reform by encouraging commercial product acquisition,

reducing paperwork and enhancing competition. Both the subcommittee's ranking Republican, Rep. Al McCandles of California, and Rep. William F. Clinger, Jr. (R-PA), indicated the bill was an important and necessary step for procurement reform.

Other supporters of the bill include representatives of the General Accounting Office, General Services Administration and Small Business Administration, and Allan V. Burman, former administrator of the Office of Federal Procurement Policy.

The biggest complaint came from the Small Business Legislative Council's Procurement Committee. Its spokesperson reported that small, disadvantaged business owners were concerned they would lose bidding opportunities if Congress raised the threshold for simplified small purchases from \$25,000 to \$50,000. The bill would raise the threshold to \$100,000 when buys are conducted via an electronic bulletin board or similar mechanism. For buys under the threshold, agencies do not have to conduct full-and-open competitions nor publish notices in the Commerce Business Daily.

Small Business Administration officials support the use of electronic buying systems. However, accessibility safeguards should be included. Standards would be necessary to ensure that small businesses can access the procurement information on different agency systems.

H.R. 2238 provisions include:

- Mandating contracts across all agencies for commercial off the shelf (COTS) products.
- Reporting to GSA contract award amounts, competition levels and contract modifications.
- Requiring a debriefing for awards over the small-purchase threshold.
- Assigning the development of standards for electronic bidding systems.
- Designating an advocate for COTS buys in the Office of Federal Procurement Policy.
- Waiving procurement regulations for OFPP tests of alternative and innovative buying procedures.
- Authorizing GSA to debar any vendor that intentionally mislabels a product "Made in America."
- Threatening congressional review of agencies that ignore GAO's recommendations.
- Raising the small-purchase threshold from \$25,000 to \$100,000 for agencies using electronic data interchange for contract bids and awards.

The bill states it would not amend the Brooks ADP Act nor the Small Business Act.

## Initial Senate Actions

Sen. John Glenn (D-OH), chairman of the Senate Governmental Affairs Committee, introduced his own package of four procurement bills in the spring of 1993. While significant issues were raised by the individual bills, there wasn't a great likelihood that actions on the bills would be taken. At that time, the House had not yet introduced its procurement reform initiative.

S. 553, "Federal Property and Administrative Services Act of 1993," amends the Federal Property and Administrative Services Act of 1949. It addresses authorization of appropriations for the General Services Administration. It also would increase salaries for the top positions.

S. 554, "Solicitation Enhancement Act of 1993," amends the Federal Property and



Administrative Services Act of 1949 to enhance the solicitation process. It addresses contract award evaluation factors and procedures for award. It also would limit delegation of procurement authority to agencies whose contracting officials had not received adequate training.

S. 555, "Procurement Protest Clarification Act of 1993," amends the Federal Property and Administrative Services Act of 1949 to clarify procurement protest procedures, particularly dismissals and penalties for "frivolous" ones, and authorization to revoke delegations of procurement authority. Bid protest costs would be awarded to "prevailing parties," and not to "interested parties."

S. 556, "Procurement Protest System Improvements," amends Chapter 35 of Title 31, United States Code, to improve the procurement protest system. It addresses agency non-compliance with recommendations of the Comptroller General.

Sen. Glenn planned to keep his bills on hold until the Clinton team was fully in place.

## **S.1587**

The most significant legislative action dealing with procurement reforms is Senate bill S. 1587, "Federal Acquisition Streamlining Act of 1993." This document includes much of the Section 800 report and is a more mature version of the Senate's earlier procurement reform initiatives, S. 552-S. 556 (see above).

Specific issues addressed by this legislation include the following:

- Task and delivery order contracts will not require separate competition nor justification beyond the competition for the initial award.
- Deletes the requirement for disclosure of evaluation factors to be used in source selection.

- Requires post-award debriefings upon timely request by the unsuccessful bidder.
- Establishes five-year adjustments for inflationary effects on cost or pricing data.
- Addresses delays in contract administration based on anticipated protests.
- Provides for the review by GSA's Board of Contract Appeals (GSBCA) of any award decision by an agency that raises questions of conformance with law or regulation.
- Requires GSA to collect and maintain data on procured ADP equipment.
- Authorizes multi-year contracts, contracts that cross fiscal year lines, and parallel contracts.
- Establishes contract cost principles for civilian agencies.
- Establishes new simplified acquisition dollar thresholds at \$100,000.
- Redefines standards of conduct, provides stronger language for fraudulent actions.
- Establishes requirements for purchase of commercial items.
- Defines exemptions for state and local use of schedule contracts.

## **The White House Has Identified Its Procurement Reform Issues**

The Administration has also entered the dialog for reform and is preparing comments specifically addressing S. 1587. Before anything constructive can come from the intensifying debate over federal acquisition, the Congress will be considering issues brought by the White House. Some of the more significant issues related to information technology acquisitions include:



- Task order contracts should be less restricted.
- Limits requirements for information on evaluation factors.
- Requires contractors to request post-award debriefings and protests in a timely manner.
- Applies periodic inflation factor to cost/pricing data.
- Adds language to authorize two-phase competitive source-selection.
- Eliminates restrictions such as the Buy America Act from purchases under \$2,500.
- Exempts procurements under EC/EDI from posting in the Commerce Business Daily.
- Redefines "commercial items."
- *Guidance* - GSA is publishing new guidelines and information intended to reduce confusion, improve understanding, and share experiences of best practices. Of particular significance is guidance on "Best-Value" and post-award debriefings. A "best practices" document will be published identifying case studies of notable, successful acquisitions.
- *Bulletin Board Access* - Although GSA has had a procurement bulletin board in place since January 1993, there are some operational difficulties with it. GSA intends to improve the operation of its electronic bulletin boards during 1994.
- *MAS Improvements* - Under a great deal of pressure from industry, GSA is reviewing its multiple award schedule program. Of primary concern are the excessive requirements for data collection that is either irrelevant or excessive.

## The Likely Outcomes Will Be . . .

None of the procurement reform measures recommends massive re-writing of the Federal Acquisition Regulations. Most believe the process under the FAR to be relatively sound. A comprehensive change will not occur. Instead, the Congress and the Administration appear ready to make incremental changes to various pieces of procurement policy and guidance. GSA has already begun a series of small steps to remove barriers to a more open process.

- *Communications* - Mostly at the insistence of vendors and industry, GSA has volunteered to develop guidance on types of improved communication that would benefit the process.
- *Delegation Thresholds* - In order to facilitate procurement delegations, GSA is reviewing blanket delegations to the agencies. Based on past performance, an agency can have its delegation threshold increased. This current practice will be re-emphasized.

Industry will continue to express discontent with the compromises. It will continue to push for more open communication both before solicitation and after award. It will seek relief from requirements for certification and cost/price data for commercial products.

Legislation will be reintroduced in the next Congressional period. Because of impasses between Congress and the White House, the likelihood that comprehensive procurement reform will actually occur is slim.

Electronic data interchange (EDI) will become a dominant issue in federal procurement actions. EDI promises procurement transformation by minimizing human intervention, speeding operations and reducing the costs of doing business. The President's National Performance Review supports the technology as an element in the transformation to an electronic government. All procurement reform measures call for the creation of standardized electronic commerce networks for simplified acquisitions by raising the threshold



for small purchases to \$100,000. However, EDI standards need to be established and government agencies have to resolve legal and security issues related to widespread implementation.

There is still some doubt regarding the possible effect of raised thresholds on small business. Small business advocacies have stated that they might not know of an opportunity if there is no synopsis in the Commerce Business Daily, or that access to electronic bulletin boards is prohibitively difficult to get. Congressional committees have pledged that acquisition reforms won't hamper small, disadvantaged businesses. A major problem remains, however. Agencies must assure broad accessibility to electronic bulletin boards that announce their simplified acquisition opportunities.

Without major guidance from GSA on best practices, agencies will react pragmatically, as before.

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A Publication from INPUT's Federal Information Technology Market Program

## CALS: Alive and Growing

The CALS program is ending its first decade with an impressive track record and promises to continue healthy growth throughout the next decade. During its short life span it has evolved conceptually and practically to support wider missions as both rapidly advancing telecommunications and computer system technologies and enabling standards have emerged.

The CALS initiative was launched by the Department of Defense in September 1985. A DoD steering group was tasked to monitor CALS implementation. One year later, the Undersecretary of Defense for Acquisition established the OSD CALS Policy Office (Production and Logistics). Within DoD, CALS has grown from a string of successes that eventually will link design, development, and manufacture of equipment, parts, and weapons systems through standard automated acquisition and electronic commerce. Today, CALS programs are identified, along with implementation plans, for each of the services and the Defense Logistics Agency.

DoD estimates twenty to thirty percent savings in the cost of obtaining technical information and logistic data from industry.

### **CALS is more than a set of standards for data storage, retrieval and exchange**

The CALS initiative is a strategy designed to institute a fully integrated network of defense acquisition and logistics systems within DoD and its industrial suppliers. From very specialized working environments, CALS is pushing into civilian agencies and commercial environments. DoD's renaming of the CALS acronym from Computer-Aided Acquisition and Logistics Support to Continuous Acquisition and Life-cycle Support reflects the widening of the program beyond its weapons systems origin. It aligns its original objectives with new re-engineering priorities brought about by the Defense conversion and the National Information Infrastructure.

Exhibit 1

**Major CALS Programs Within DoD**

Program	Period	Value	Comment
JEDMICS	On-going since 1989	\$194M	Joint Engineering Data Management Information and Control System. Automates and standardizes storage, retrieval and distribution of engineering and logistics information.
JCALs	15 years since 1991	\$750M to \$1B	Joint CALS, includes Army CALS and Air Force Joint Uniform Services Technical Information System. JUSTIS was folded into JCALS to reduce the duplication of effort in the Air Force.
CTOL	On-going since 1990	\$39M	Cataloging Tools On-Line provides the automated processing of catalog searches and classification at Defense Logistics Agency Supply Centers, logistics facilities, and military cataloging facilities.
ADMAPS	8 years since 1991	\$8M	Automated Document Management and Publishing System. Required by the Navy when ordering publishing systems in support of Navy's Computer Design requirements.
IUSS	4 years since 1991	\$.8M	Integrated Undersea Surveillance System (Phase 1). The Space and Naval Warfare Systems Command announced the CALS Network for the IUSS Program. This procurement was part of Phase I of the Navy's CALS.
AFIPS	Canceled	\$20M	Air Force Information Publishing Service was intended to provide an electronic publishing service for the military and other DoD agencies. AFIPS was supposed to serve as an output device for JUSTIS.

Source: INPUT

Industry projections place the federal CALS market at 2 billion dollars annually. Actual reported spending has been significantly less (see Exhibit 1). Considerable spending for supporting technologies (hardware and networks) has occurred to satisfy organization infrastructure rather than directly in support of CALS defined systems. Exhibit 2 shows the reported spending on the larger CALS contracts over the past five years.

**JEDMICS**

Joint Engineering Data Management Information and Control System creates an automated system that identifies for engineering and maintenance, parts, tools,

Exhibit 2

**Reported Spending on Major DoD CALS Contracts**

Program	FY1989 - FY1993
JEDMICS	63,177
JCALs	56,060
CTOL	25,617
ADMAPS	4,563
IUSS (Ph 1)	524

(Figures in \$000)

Source: INPUT



and drawings to repair and maintain airplanes and ships. Twelve JEDMICS sites have been installed so far. DoD has approved the construction of 25 sites nationwide and plans to install its first Army JEDMICS system this fall. JEDMICS is widely praised throughout government and industry as being the first large Computer Aided Acquisition and Logistics Support, or CALS-compliant system, to be deployed. The Navy's EDMICS program was expanded as the official CALS engineering data management system for the DLA and the military services.

## JCALS

The Joint CALS multi-phase program replaced the Army CALS. It provides for large quantities of computer hardware (minis, micros, and workstations), software, telecommunications equipment, and professional services for at least 11 individual Army projects which fall within the overall CALS program. JCALS will provide the hardware infrastructure for CALS use throughout the Army.

### JCALS Implementation

- Phase I (August, 1989) a 13-month effort to develop detailed designs, analyses and life cost estimates.
- Phase II (November, 1991) demonstrated interoperability on diverse suites of hardware.
- Phase III (December 20, 1991) implemented CALS basic capability at five sites.
- Phase IV (December, 1993) includes implementation at 51 remaining sites, and will run to the year 2003 (five years installation and five years maintenance).

## CTOL

Cataloging Tools On-Line contract was awarded in 1990 with a value of \$39 million. The Congress shifted the funding for CTOL, and all other DoD cataloging under the Corporate Information Management (CIM) program. The funding level for the CTOL project did not change.

## ADMAPS

The Automated Document Management and Publishing System provides an overall finished product processor providing fully composed technical drawings and technical manuals on demand for approximately 35 Navy activities nationwide in an open system architecture. ADMAPS enhances the electronic preparation, storage, retrieval, multi-media output, and distribution of technical drawings and manuals. It employs IGES/CGM/GROUP 4 for graphics and SGML for text.

## IUSS

Integrated Undersea Surveillance System provides on-line access to an Integrated Weapons System Data Base containing electronically linked IUSS Contractor Integrated Technical Information Systems and the Government Logistics Control System. The system provides for the automation, generation, data exchange, storage and update of IUSS data generated by the government and IUSS contractors. Phase I covers integration, delivery, installation and maintenance of the system. The initial use of the system will be in support of the Fixed Distributed System Underwater Segment project within IUSS. The system will eventually serve the entire IUSS community. Phase II



will provide integration, delivery, installation and maintenance of the system.

## Navy CALS

The Navy CALS Support Office provides oversight guidance on the implementation of CALS technology in the Navy. Although there is no central procurement of professional integration services, such as there is in the Army, selected projects will adhere to CALS standards. These programs will create procurements that will take advantage of CALS technology. The Navy has not placed a dollar value on its portion of the CALS program.

**Navy CALS Implementation:** The Navy uses a phased approach to CALS implementation.

- Phase I (through 1991) focused on the use of CALS in the acquisition and support of selected weapons systems.
- Phase II (1992 through 1996) expands the CALS applications. It will apply validated second generation CALS standards to facilitate transportability of digital data between dissimilar hardware and software systems.
- Phase III (1997 through 2010) full CALS implementation.

The Shipboard Non-tactical ADP Program procurements provide the replacement of ADP equipment for ships and selected Naval sites, and provide for a variety of administrative functions and general purpose applications. SNAP III was the most recent section of the greater SNAP program and had been proposed for implementation but was canceled. The

SNAP contracts support the “paperless ship” concept that is part of the CALS DoD objective.

The Naval Air Warfare Center, Training Systems Division provides engineering and technical support to the Authoring Instructional Materials Program. AIM is a computer-based system that supports development and maintenance of instructional materials for the U.S. Navy. It was developed using an open architecture concept and does not require use of a specific hardware platform. The CALS segment of the support includes; logistics/life cycle support—providing advice on the design, development, and authoring of training materials—and modification of user manuals and other publications.

## DLA CALS

Defense Logistics Agency is acquiring storage and retrieval systems with the Navy to fulfill their systems needs for CALS. DLA is not pursuing many innovations with CALS. Within Defense, CALS is primarily for weapons systems, and DLA does not acquire weapons systems for the other DoD agencies. DLA systems must comply with CALS standards, and DLA is involved with steering the standards to fit the current systems within the different military agencies.

As part of a DoD-wide CALS Test Network, DLA is responsible for testing CALS supportive products. To encourage participation from small businesses, DLA CALS emphasizes the affordability, interoperability, and user-friendliness of the products.



## **The CALS program is contained under the Corporate Information Management**

Because CIM serves to strategically analyze and plan a course for ADP system acquisitions throughout DoD, CALS and the electronic data interchange programs will be run as a single CIM project. CIM management expects to take CALS from the standards mode to the execution mode. The goal of CIM is to increase effectiveness while eliminating non-value-added work and improving the management of defense information. However, CIM does not manage CALS.

The CIM initiative covers a variety of agency wide systems. Systems are chosen that can be standardized by bringing together common business areas. Some of the original eight functional or business areas that would depend on CALS include Distribution Centers, Government-Furnished Material, and Contract Payments.

## **Pentagon Insists on a Mandatory CALS Program for Weapons Systems**

DoD has directed the military services to use CALS standards in developing and acquiring weapons systems. The standards are used in various development phases of weapons systems but no DoD project uses CALS for the total process. Claims have been made that the DoD directive was unrealistic in terms of its timetables and milestones for implementation. The severity of the directive was that all new weapons systems would have to include a "delivery-in-place" capability, that is, the electronic capability to deliver any

contractually required information. Even if "delivery-in-place" was found not to be cost-effective, the information still must be in digital form. Access to the data, which would reside with contractors, would be provided on a fee-for-service basis. DoD would retain data rights.

## **The CALS Market is Expanding**

The growth of the CALS initiative has moved the technology into broader program support. Not only is CALS used successfully by DoD, but is being used by the vendors who do business with DoD. These vendors are using CALS in their own non-DoD operations. Civilian agencies are also using CALS for their acquisition support. The CALS Office has an outreach program to promote the technology beyond DoD.

The Pentagon's Ballistic Missile Defense Organization, formerly the Strategic Defense Initiative Organization, has established a CALS program. Its purpose is to electronically manage technical documents from the beginning of the acquisition process through the full life-cycle process. The program's roots lie in a process-improvement concept adopted by the Pentagon to increase the effectiveness and efficiency in the development, acquisition, and support of weapons systems. When the Congress passed the National Missile Defense Act, it mandated an initial deployment date of late 1996, and has moved the CALS program from research and development to the drafting stage.

BMDO, like the DLA and military services, is drafting an implementation guide. It is developing an open-systems compliant,



prototype system to demonstrate near-term applications compatible with each of the military services' CALS efforts. The prototype will provide for archiving, tracking and retrieving digital documents. The program is expected to have an initial contract value ranging from \$10-20 million.

National Institute of Standards and Technology (Acquisition and Assistance Division) (NIST) has a requirement for CALS services to include but not be limited to the following:

- CALS Architecture Development
- Technical Data Interchange Standards
- CALS Implementation Planning
- CALS Management Support
- Support for Acquisition Policy Development for CALS.

Three master contracts for technical engineering and management support were awarded by NIST. Other government agencies were sponsors of these contracts: Army, Navy, Air Force, Defense Logistics Agency, NASA, as well as the Department of Commerce. The National Technical Information Service has opened a CALS/CE Information Center to answer questions related to the CALS program.

An enterprise Computer-Aided Acquisition and Logistic Support technology, originally developed for the defense industry to speed and simplify communications and data exchange, is available for the commercial sector. Enterprise CALS (ECALS) is a structured global information management

system that allows users to share information regardless of platform, operating system or database.

## Standards Play a Major Role in CALS Implementation

Since CALS is primarily an integration initiative, one major program focus is on the development of interface standards to allow data exchange between otherwise incompatible systems. The Department of Commerce will have a crucial role in developing CALS standards in the civilian agencies and in serving as an interface to industry. Some of the major standards groups are listed below.

*PDES/STEP* - Product Data Exchange Specifications/Standards for Exchange of Product Data: Standards for communicating a complete product model with sufficient information content so as to be interpretable by advanced applications.

*IGES* - Initial Graphics Exchange Specification files. The many different computer-aided design and drafting systems in use require a way to exchange data; IGES is an ANSI-standard neutral file format. Some vendors provide translators into and out of the IGES format, but the differences in the native formats of proprietary systems make the translations imperfect.

*DoD-D-(IGES) Digital Representation for Communication of Product Data: A neutral file format for the representation and transfer of product definition data among CAD/CAM systems and application programs (ANSI Y14.26M).*

*CALS CCITT Group IV and TIFF* - for raster-based technologies.



**SGML** - Standard Generalized Markup Language format, an international standard for generic coding of digital documents

**DoD-M-(SGML)** - Markup requirements and Generic Style Specifications for Electronic Printed Output and Exchange

**Mil-Std-1840** - (Automated Exchange of Technical Information) defines data transfer and storage formats. Includes more than a dozen supporting standards implemented for the federal government, the military, ANSI, ISO and CCITT.

## Relationship with Electronic Commerce/EDI

Electronic Data Interchange can be viewed as an extended enterprise model that transcends the boundaries of the organization. As an EDI application, CALS is a single document database shared by all contractors and government agencies. In an extended enterprise model, work flow progresses across organizational boundaries. Government agency and vendors not only share the same information base, but can initiate transactions across that information base.

CALS and EDI markets are expected to grow together over the next five years. Exhibit 3 forecasts the EDI market in the federal government. The largest component of the EDI market is equipment with software a distant second. Networks represents the smallest dollar portion of the market, but is the fastest growth segment (CAGR: 14%). The reason for this smaller dollar value is that networks already in place are being used to support EDI programs.

Exhibit 3

### EDI Market Forecast for the Federal Government

	FY1994	FY1998
Equipment	106,863	122,006
Software	52,212	59,16
Profess. Svs.	29,974	38,958
Networks	4,336	8,197
Total	193,385	228,326

(Figures in \$000; 1993-1998 CAGR is 4%)

Source: INPUT

The largest portion of spending for EDI will occur in the civilian agencies. This spending ratio is reverse that for the CALS programs, where the majority of spending is within DoD. The implication is that CALS can grow more rapidly in civilian agencies than in Defense because the EDI support structures will be in place. Exhibit 4 shows the civilian EDI market; Exhibit 5 shows the defense EDI market.

Exhibit 4

### EDI Market Forecast for the Civilian Agencies

	FY1994	FY1998
Equipment	76,462	87,231
Software	32,281	36,261
Profess. Svs.	23,161	30,262
Networks	2,372	4,330
Total	135,814	160,259

(Figures in \$000; 1993-1998 CAGR is 6%)

Source: INPUT



**Strong Leadership is Necessary for the Continued Growth of the CALS Program in DoD**

In June, 1993, Major General Edward Baldwin announced he was relinquishing his position as head of DoD's CALS program. He had held the post since November, 1991 and is credited with having raised support for the program. General Baldwin remained in his position until the middle of January, 1994. In 1993, the CALS program was elevated to a position supervised by the Undersecretary of Defense for Acquisition and Technology, increasing the program's visibility. Although CALS has not been identified as part of the Administration's defense conversion program, the CALS office is repositioning itself accordingly. General Baldwin's successor will have to continue the strong leadership to assure adequate funding and compliance with DoD's plans for CALS implementation.

**Work Flow is a Major Growth Area for CALS**

One of the major areas of expansion expected for the CALS initiatives is in work flow analysis. Work flow programs provide the analysis and automation of information-based activities, a process which allows managers to re-engineer their organizations. Simple acquisition document management, which provides the capability for coordinating the use, modification and access to documents over a network, lacks a dimension that work flow provides.

Work flow analysis in a CALS application will allow an agency to incrementally re-engineer its business by helping

Exhibit 5  
**EDI Market Forecast for the Defense Agencies and Services**

	FY1994	FY1998
Equipment	30,401	34,776
Software	19,931	22,904
Profess. Svs.	5,277	6,524
Networks	1,964	3,866
Total	57,573	68,070

(Figures in \$000; 1993-1998 CAGR is <1%) Source: INPUT

understand it better. Management of engineering specifications and acquisition documents is no more than coordinating the use, modification and access to them over a network. Work flow adds a dimension that by processing information through a number of activities, a value-added process is identified which takes the process beyond simply storage and retrieval. Work flow can have a significant impact by minimizing information transfer time between tasks. Transfer time may account for about 90 percent of many business cycles.

EDI, the extended enterprise model, work flow, and its relationship to CALS, represent jointly one of the most dramatic areas where government can improve its operations, save valuable processing time and reduce operating costs. The impact is felt far beyond the mere imaging of engineering documents, standard document management, and support to the weapons acquisition process.

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# Research Bulletin

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## Federal Health Care Market Gets a Boost From the Administration

Health care has been ever present in the President's agenda for federal reform. Since the President's National Performance Review Report was published on September 7, 1993, federal contractors have wondered what health care programs would emerge, and what the value of these programs would be over time. The more recent issuance of the President's 1995 budget re-emphasized health care reform. It now appears within the realm of possibility. Federal dollars will be spent on health care reform. Although much of the spending

will be at the state and local levels, a sizable amount is targeted for federal programs.

The President's fiscal year 1995 budget identifies health care reform as a "moral imperative." It lists six principles of health care reform, shown in Exhibit 1. Contractors who address health care opportunities would do well to include in their proposals as many of these as possible, whether or not they are specifically solicited.

Exhibit 1

### The President's Six Principles of Health Care Reform

1. Security	Every citizen deserves protection under a health care plan.
2. Simplicity	The coordinated program should produce service, not "forms."
3. Savings	Large purchasing pools can save health care dollars.
4. Choice	Every American should have the right to choose a physician.
5. Quality	Health care monitoring and quality assurance are featured.
6. Responsibility	Individuals and companies must be partners in the system.

Source: Budget of the United States Government: Fiscal Year 1995

Federal programs categorize health care in a number of ways. Functional requirements range from technology

infrastructure that supports health care delivery systems to actual services delivered at the clinical level. Research and

development, a key program area, promotes health care and remains an internationally competitive industry. INPUT identified at least 77 contracts in place or in stages of competitive award to

support the broad mission of federal health care. The different categories of these programs are identified in Exhibit 2.

Exhibit 2

### Categories of Federal Programs That Support Health Care

Program Categories	Sponsoring Agencies
Health care planning for clients in target groups	Army; Air Force;
Communications networks for medical data transfer	Army Corps of Engineers; Health Care Finance Administration (HCFA); Veterans Health Administration; Defense; Navy
Benefit program enrollment and administration	Defense Medical Supply System Center (DMSSC)
Data processing environment to support programs	HCFA; Army; National Institutes of Health (NIH); National Institute of Environmental Health Sciences (NIEHS)
Regulatory health care compliance systems	Food and Drug Administration
Fundamental research and research grants	National Center for Toxicological Research; NIEHS; NIH
Safety and reduced health care hazards	Occupational Safety and Health Administration; Employee Standards Administration
Supply management	Veterans Affairs
Standard medical terminology	Food and Drug Administration
Transactions and medical claims processing	HCFA
Health services management	DMSSC; Health Resources and Services Agency
ADP equipment maintenance	Social Security Administration; HCFA; NIH
Health care information dissemination	National Cancer Institute
Management advice and assistance	Defense
Health care statistics and accounting	NIEHS; Defense
Health care policy support	Public Health Service; Veterans Affairs
Clinical management and support	Substance & Mental Health Services Administration; Army; Air Force

Source: INPUT

Although less specifically stated than in agency agendas, the National Performance Review identified a number

of health-related programs the Administration would support. These programs were generally unspecific and



did not indicate funding sources nor budget allowances. Departments such as Health and Human Services and Veterans Affairs already identify health care support in their operational programs and were not specifically referenced by the NPR.

The following agencies have identified, and are administering, program components that involve health care support.

### **Department of the Air Force**

The Special Operations Forces Planning and Rehearsal System provides deliberate and time-sensitive service for many different program areas, including medical, communications, personnel and resource management, among other functions.

Its Medical Telephone Appointment System retrieves information from a host computer to book or cancel appointments and fill prescriptions by telephone without human intervention. The system must also have the capability to telephone patients and remind them of pending appointments.

### **Department of the Army**

The Department of Defense is considering a follow-up and upgrade of the Composite Health Care System (CHCS) medical information system, to be called the Clinical Management System (CMS). The Composite Health Care System is a DoD-wide network system administered and managed by the Army. It currently operates on VAX 6500/VMS mainframe clusters and is installed in 700 military

hospitals. CHCS would serve as the base for CMS.

### **Department of Defense**

The Defense Medical Systems Support Center delivers patient care in each of its more than 700 clinics and hospitals.

The Defense Enrollment Eligibility Reporting System maintains enrollment and confirms eligibility for benefit programs of the Uniform Services.

The Expense Assignment System is a Department of Defense mandated health care workload and cost accounting system sponsored by the Office of the Assistant Secretary of Defense (Health Affairs). The Medical Expense and Performance Reporting System provides workload comparison and cost performance reporting to Congress and other higher authorities.

The Defense Supply Service acquires technical, administrative and managerial advice and assistance for the Office of the Assistant Secretary of Defense for Health Affairs and Office of the Director, Defense Information. It also acquires support for the Army Office of the Surgeon General. The OTSC Medical Occupation Data System is an interactive automated system for the Army Medical Department. MODS will furnish Special Pay Branch managers and consultants with a ready source of information on the qualifications, training, special pay and bonuses of medical personnel.

### **Department of Labor**

The Employee Standards Administration deals with health care hazards. It



administers the Black Lung Automated Support System for tracking program caseload; receiving, evaluating and paying medical service bills submitted for payment; paying monthly benefits; accounting for receipts and disbursements; handling inquiries by program beneficiaries and medical service providers; and a variety of related and supporting services.

The Occupational Safety and Health Administration operates the Integrated Management Information System and provides data used to reduce safety and health hazards in the workplace.

## **Department of Veterans Affairs**

The Veterans Health Administration (VHA) operates the Integrated Supply Management System (ISMS) as a component of the Decentralized Hospital Computer System (DHCS) running in the VA's medical centers. The DHCP assists health care providers and administrative personnel with their health care mission. An additional benefit is standard management data for each organizational level. DHCP program automation is for major clinical, management and administrative functions in medical centers. These functions include, but are not limited to: medical administration; pharmacy; clinical laboratory; radiology; dietetics; medical records tracking; nursing; surgery; mental health; and medical care cost recovery.

The ISMS is the interfacing system between medical centers and the new centralized system that will be developed. VHA plans to take advantage of emerging open system technology standards in its DHCP by developing the

Hybrid Open System Technology program. The HOST program will allow VA medical centers to plug new modules into the program without the need for customization and interfacing, in effect, creating a "plug-and-play" environment. HOST will also make it easier to more effectively evaluate new technology.

## **Department of Health and Human Services**

The Center for Disease Control has an extensive installation and requirement for microprocessor support services for its health data analysis. The Agency for Toxic Substances and Disease Registry operates desktop databases to track toxic substance reporting and registration of reported diseases.

The Food and Drug Administration (FDA) regulates importation of health care products. The objective of the Import Processing System is to process port-of-entry documents and intercept products that do not comply with U.S. laws and regulations administered by the FDA.

In re-engineering its regulatory health care compliance systems, the FDA is reviewing its paper-intensive drug approval process for pharmaceutical products. FDA officials want to reduce the amount of time required to certify products for marketing in interstate commerce. The agency will review appropriate management information systems and automated application submission scenarios. Four areas of focus for these strategic systems include: managing the submission of product applications; facilitating access to information; supporting decision-making



processes; and supporting administrative functions.

FDA is also responsible for developing standard databases and dictionaries of medical terminology in conjunction with pharmaceutical groups and other federal health care research agencies.

The Health Care Financing Administration establishes and maintains an operational network of five data abstraction centers for health care information in five zones of the United States. The data centers replicate the abstraction and analysis process of Peer Review Organizations (PROs). The PROs determine medical necessity, appropriateness and quality of the professional activities of physicians, other practitioners and institutional and noninstitutional providers of services and items for which payments may be made under Medicare.

The Health Resources and Services Administration (HRSA) develops and operates the National Practitioner Data Bank. This responsibility addresses general health services and resource issues relating to access, equity, quality and cost of care. HRSA's Bureau of Health Professions coordinates, evaluates and supports the nation's health care personnel.

Support for toxicological experiments and other research activities is provided by the National Center for Toxicological Research.

The National Institute of Environmental Health Sciences (NIEHS) conducts and supports fundamental research concerned with defining, measuring and understanding the effects of chemical,

biological and physical factors in the environment on the health and welfare of man. NIEHS operates programs in the areas of statistics, biophysics and general science. These programs support health services and health policy research by providing timely, efficient database management, computer programming, computer-related consulting and technical assistance and editorial and graphics services provided through multiple Public Health Service divisions.

The National Institutes of Health (NIH) is responsible for the conduct and support of research in the biomedical sciences. NIH divisions research covers: the causes, diagnosis, prevention, treatment and rehabilitation of human diseases and disabilities; fundamental biological process of growth, development and aging; biological effects of the environment; and behavioral research. In addition, NIH sponsors training and career development of research personnel and new and established scientists. Other responsibilities include evaluating and disseminating new medical and health information, constructing and renovating research facilities, providing for other research resources and improving biomedical communications.

NIH conducts programs on health care research and provides research grants for laboratory testing and clinical analysis of health information. NIH also operates a National Cancer Institute in Bethesda, MD and a Cancer Research and Development Center in Frederick, MD. Support to these centers includes research, operations and technical



support, animal production, computer services and scientific library services.

The Division of Computer Research and Technology (DCRT) at NIH is a facility designed to support the scientific community. The DCRT facility is used almost solely for scientific processing, including collecting, analyzing and maintaining data for biomedical science. It is also required to support NIH administration.

The International Cancer Information Center (ICIC) is congressionally mandated to disseminate state-of-the-art cancer research and treatment information to health professionals around the world. This is accomplished by distributing two databases, Physicians Data Query and CANCERLIT, with related products and services. The Computer Communications Branch of ICIC operates as the central point for these information dissemination activities.

The Substance Abuse and Mental Health Services Administration provides analytical and operational support for substance abuse and mental health regulations through the Client Data System.

## **The Department of Navy**

MED-OA is a data communication infrastructure project supporting DoD and Bureau of Medicine and Surgery (BUMED) standard health care automated information systems. The BUMED Open Architecture Communication Network project provides hardware and software required to implement, operate and maintain an extended OSI compliant network

communication infrastructure between and within Navy Medical field activities.

## **The Health Care Market Has Several Drivers**

Information and data transfer are important elements in health care. Reform will require standard transmission and electronic processing to avoid the obvious delays inherent in paper processing. Paper has become the stumbling block in each agency operating health care support programs. Principle elements in this reform will come from EDI and other elements of electronic commerce.

Cost of health care reduces the effectiveness of budget reform. Not only are personal safety-net participation expenses high and citizen access to cost-effective health care programs limited, but federal agency support of health care programs limits investment potential in researching improved methods of delivery of health care and health care support.

Service-To-The-Citizen focuses have aroused interest in delivery mechanisms for many federal programs that have customer service as a primary objective. The awareness of growing demands for federal information dealing with health care is placing these programs high on the Administration's agenda.

Commercial Off The Shelf (COTS) technologies offer cost savings opportunities for federal spenders. At the same time, they offer a second economic incentive by delivering standard processing. More COTS products show



up in the market, while more federal programs seek solutions through them.

Imaging and forms handling are prominent in the health care market.

Development, processing, distribution and storage of images and forms are important elements to be addressed regarding pending services to agencies supporting health care.

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# Research Bulletin

A Publication from INPUT's Federal IT Market Analysis Program

Vol. III, No. 5

April 1994

## Federal Outsourcing

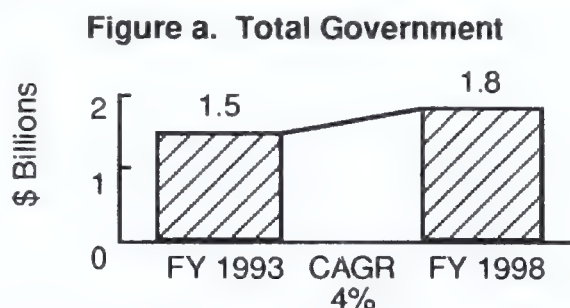
### The Potential for Outsourcing is Enhanced by NPR

As a result of the National Performance Review, the federal government has turned its eyes inward. It is attempting to improve performance at less cost. At a minimum, the government is facing major program redefinitions with many of the programs candidates for outsourcing.

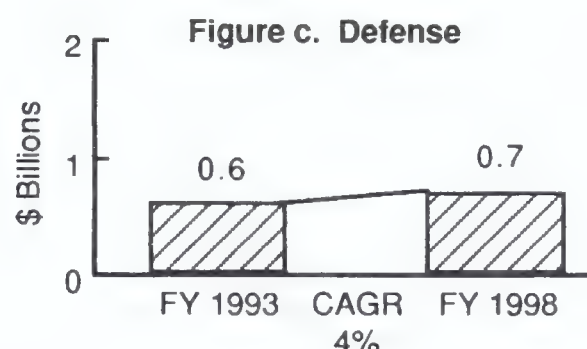
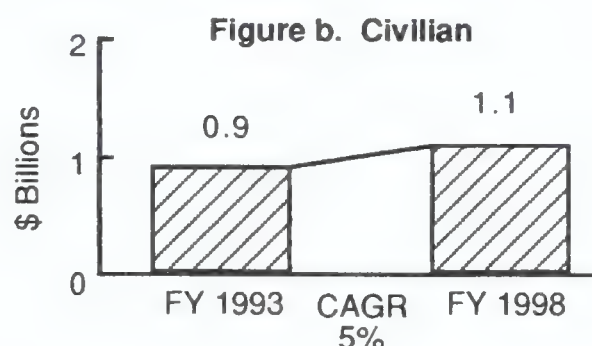
Over the past three years, agencies have only conservatively considered outsourcing as a viable option for its information processing services. As Exhibit 1 indicates, the market is barely growing—at 4% CAGR.

Exhibit 1

### Federal IT Outsourcing Market Forecast



Source: INPUT

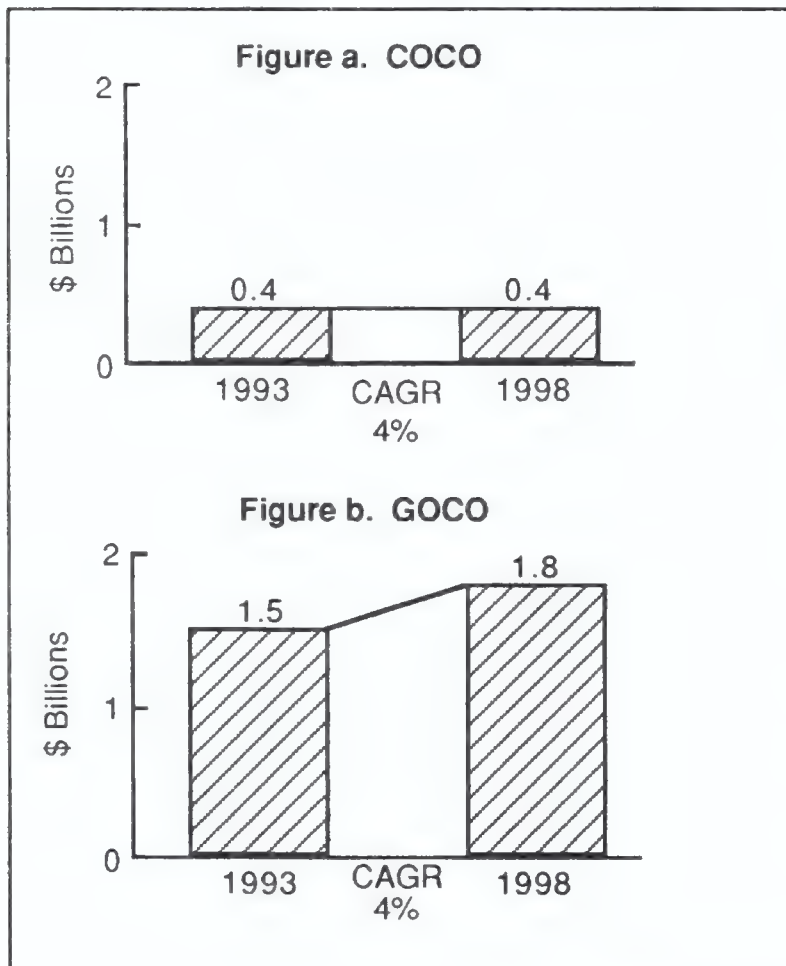


This unexciting number reflects only agency stated intentions to outsource and does not represent a true potential. Excluded from these numbers are contractor-owned facilities that are required as a single element in a broader requirement of system performance. An example of this is the facility required to operate and manage the Treasury Communications Network (TCN). Major operations such as the Department of Energy labs are also excluded from these numbers.

Outsourcing involves one of two different operating modes: professional services and processing services. Professional services, referred to as Government-Owned Contractor-Operated (GOCO), requires the contractor to operate the facility owned by the government. Processing services, referred to as Contractor-Owned Contractor-Operated (COCO) requires the contractor to provide the processing facility. Exhibit 2 shows that the GOCO segment is considerably larger than COCO with growth rates close to equivalent. It also indicates that the government prefers to own its processing equipment.

Exhibit 2

### Outsourcing Market Segments



Source: INPUT

Several factors influence the government's interest in outsourcing. As Exhibit 3 indicates, these factors primarily result from external pressures.

Exhibit 3

### Key Factors Affecting Federal IT Outsourcing Decisions

Factors	Impacts
Downsizing (staff, budget)	Economic
Efficiency Gains	Economic
Technology Insertion	Performance
Mission Focus Improvement	Re-engineering

Source: INPUT

The factors were identified by the agencies considering outsourcing as an option. Re-engineering and economic impacts result from the government's concerns for deficit reduction. Performance is as much an internal interest as it is influenced by the Congress or from NPR. All factors taken together amass significant pressure for agencies to rethink their processing capacity and costs in providing service.

Outsourcing potential is growing in the federal government. Several justifications are maturing, sponsored, in part, by the NPR activities. As Exhibit 4 shows, these justifications touch on multiple issues faced by federal agencies as they approach "reinventing government." The track record in federal agencies for outsourcing has been mostly favorable. Transitions away from outsourcing are typical in the COCO



area, primarily because agencies have been conservatively resistant to relinquishing "ownership" of their facilities.

Exhibit 4

### Justifications for Outsourcing

- Staff Size Limitations
- Seek Economic Benefits
- Gain Operational Experience
- Improve Mission Focus
- Past Success in Outsourcing Programs

Source: INPUT

Several active contracts offer examples of programs already taking advantage of outsourcing benefits based on justifications listed in Exhibit 4.

### Staff Size Limitations

The Department of Education operates a Federal Direct Student Loan program. The Department has a serious restriction of available in-house employees and depends on contractors for most administrative and processing services for loan programs. The COCO outsourcing contract for this program was awarded in December 1993 for a period of two years with five additional option years. The contractor will develop, implement and operate the system as well as perform comprehensive loan service activities.

### Economic Benefits

Economies can be gained from dollar savings and/or more efficient operations. National Aeronautics and Space Administration's Johnson Space Center (JSC) awarded a single GOCO contract as a recompetition of an outsourcing contract

and an integration of services being performed under seven contracts for nonmission-related data processing, networking and telecommunications at JSC. The contract is valued at \$300 million and runs for five years following a transition period.

### Gain Operational Experience

The Department of Transportation's Federal Aviation Administration tried to award a massive contract (more than \$1 billion) for outsourcing services to be performed at a contractor's facility. The Computer Resources Nucleus (CORN) contract had severe requirements for software conversion and development, involving several different platforms. Initial interest from the contractor community was limited, and some restrictions to competitiveness had to be removed by the agency. Eventually, the COCO contract was awarded to take advantage of operational experiences and capacities not available within the agency.

### Improve Mission Focus

The Department of Housing and Urban Development (HUD) made a decision to focus more on its mission programs and less on data processing support. Its belief is that contractors can perform on par with the government, and an outsourcing contract would allow the agency to focus more on its programs. HUD's Integrated Information Processing Services (HIIPS) 3.5-year COCO contract is valued at \$530 million. It has nine additional option years. The contractor provides all hardware and network services for HUD's headquarters location. It also provides and operates a network control



center for four regional processing centers.

## Past Successful Outsourcing Programs

The Air Force has been administering an outsourcing contract to operate its facilities at the Western Space and Missile Center (WSMC). The current contract is a recompetes of an earlier contract. The success of the earlier contract justified the Air Force's award of a \$500 million contract with an initial year support, with four additional option years. The GOCO contractor for this professional services contract provides support services, including operations planning and control, data transfer and data processing systems along with engineering and technical assistance for the improvement and modernization of systems.

## Agencies Limit Risks

Most outsourcing contract opportunities with federal agencies are for periods of less than five years with option years to extend the contract. The extension options versus one fixed-period award are valuable to the agencies. The options limit the risk of undesired contract performance, and also give the agency some flexibility for contract modification. Some contracts can run for 10 or more years with option year extensions.

At one time, incumbents believed that contract renewal was almost automatic. Agencies do not like to award to unknown contractor performance and would favor an award to the incumbent. Today, the marketplace is much more competitive, and full and open competition is more

than rhetoric. It is just as likely today that an incumbent will *not* repeat.

The Environmental Protection Agency (EPA) recently changed contractors for the operations of its three major computer centers. While there were no complaints in the service provided by the incumbent, award of the recompetes was more an economic matter. EPA's operating budget had been cut drastically, and the delegated value of its GOCO contract was reduced. While the agency benefited through outsourcing support, the successful contractor was faced with downsizing its support to the contract based on EPA's cutback in funding.

## Potential for Outsourcing is Strong

Two strong motivations exist for outsourcing. First, agencies need protection against failure in their processing services, and typically backup is considered too expensive to be included in contract delivery or is only an after-thought.

Second, agencies are sensitive to rapidly evolving technologies. On one hand, purchase of hardware offers pricing benefits over lease or lease to purchase. Leasing gives an agency the opportunity to swap new for old as technologies evolve.

In both issues, contractors can alleviate concerns for agencies. Contractor-owned and maintained facilities assure the necessary backup, or protection against failure. Because the contract is awarded on a functional basis rather than on a technical one, the outsource contracting



agency receives the benefit of refreshed technology. The price/performance gains in newer technologies make it worth the contractor's investment to offer the newest versions of products.

With these potentials in mind, it seems the agencies would be more interested in COCO than in GOCO contracts. Some of the resistance is cultural, if not outright territorial. Some agency information processing support officials believe their futures can only be assured by maintaining the ownership *status quo*.

A more legitimate concern exists for government ownership. Agencies must protect the information resources entrusted to them by industries and the public. Potential contractors should be prepared to demonstrate their abilities not only to provide the needed processing support, but to assure protection and security required by legislative intent.

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# Research Bulletin

A Publication from INPUT's Federal IT Market Analysis Program

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May 1994

## Procurement Reform— Current Hot Issues

### Past Performance

It seems logical that past performance should be an evaluation factor in federal procurements. But as currently envisioned, this past performance information will be unstructured and managed, utilized and maintained at the discretion of each agency.

Past performance as an evaluation criterion got its current boost last December 17, 1993. At that time, the Office of Federal Procurement Policy (OFPP) announced its intention to establish pilot programs to increase the use of past performance information in the selection of government contractors. OFPP Administrator, Steven Kelman, has a personal commitment to see past performance be a more significant procurement evaluation factor. On January 26, 1994, Leon E. Panetta, Director of the Office of Management and Budget, commented that this initiative is designed to "provide a powerful incentive to improve the quality of services and products provided to government

agencies by federal contractors." At that time, there were 61 contracts from 19 agencies that were pledged to participate. Since that time, additional agencies have agreed to participate.

Several procurements have already been structured. Some use past performance as an independent criterion while others have identified past performance as a subfactor. OFPP has stated no preference for methodology, but maintains that the relationship of past performance to other evaluation factors should be clear.

The programs included in the pilot cover a broad range of activities, including several information technology (IT) programs. The EPA procurement for information technology support services, valued at \$35 million, and the INS data processing operations and services valued at \$50 million, are among the pilots.

OFPP acknowledges that past performance is a subjective assessment and will rely on each agency to define its



own methodology for use. Agencies will be encouraged to share past performance information.

New firms will not be precluded from competing. OFPP's view is that new firms should be neither rewarded nor penalized and suggests that the score for a new firm be neutralized relative to the past performance ratings or scores of other competitors.

OFPP also proposes that agencies be given latitude to consider, or not, the past performance and experience of employees, subcontractors and affiliates as well as the corporate experience of the prime.

OFPP is suggesting that the contractor not be given complete freedom in identifying reference programs. Instead, for example, it is suggested that the last (x) number of recently completed programs be identified. It is also suggesting that a questionnaire is a good method to use when collecting past performance information. Agencies are encouraged to use sources other than those provided by the contractor. Sample criteria to be included in a questionnaire are presented in Exhibit 1.

OFPP agrees that a contractor should have access to an evaluation conducted under an ongoing contract or at the time of completion. The contractor should have an opportunity to comment and rebut an agency evaluation. Current regulations provide for any comments/rebut to be a part of the evaluation file.

Availability of past performance information to other than government

entities has been raised as an issue. OFPP has stated that unless the contractor consents, past performance information should not be released unless the agency determines that such information must be provided under the Freedom of Information Act (FOIA).

Exhibit 1

### **Suggested Questionnaire Content**

- Would you do business with the contractor again?
- Did the contractor meet scheduled milestones on time?
- What was the overall quality of the work performed?
- Was the contractor reasonable and co-operative?
- Was the contractor committed to customer satisfaction?
- Did the contractor show business-like concerns for the customer's interest?
- Was the work performed in accordance with the basic contract?
- If there was a problem with performance, how responsive was the contractor's management team in responding?

*Source: OFPP as edited by INPUT*

Being opposed to the government's use of past performance information in contract award, boards on being unpatriotic. There are many concerns this subject can stimulate. A major one is just how unstructured can a subjective issue like past performance be and not create another major potential for protests. On the other hand, who among us wants to add to the FAR?



A number of industry groups are offering comments and concerns on this issue. OFPP sponsored a public meeting on May 6, 1994 to allow industry to present concerns. At that meeting, Kelman stated that his office is still interested in receiving comments and would be evaluating procedures and concerns for at least the next 18 months.

Even though past performance is being used in the pilot programs and other procurements at agency discretion, this subject will have a long day in court before its final form and shape is resolved.

## Lobbying Disclosure

Current concerns in the House and Senate will result in significant changes in lobbying activities. One issue receiving support is the limitation of \$20 on any gift that Congress can accept from a lobbyist. This limitation has already passed the Senate and is in the House for debate.

The change in the definition of who must report as a lobbyist is also significant. The bill currently being debated states that anyone who spends more than 10% of his/her time making calls on executive government officials must register as a lobbyist. The definition of who is covered as an executive government official is any employee at the SES level and above, as well as all political appointees starting at the deputy assistant secretary level.

These activities may not be easy to track, but requiring reports from government officials and lobbyists may both be used. If this reform passes, it will certainly increase the number of industry

representatives who must register as lobbyists.

## S1587/HR2238

Of the two major procurement reform bills, S1587, sponsored by Senator John Glenn, has received major support from the administration. The House has several versions of HR2238 as well as new bills relating to Small Business. Vice President, Al Gore, has recently put his support behind the House action on HR2238 and related bills. The Senate bill, S1587 does not have competing bills within the Senate and is closer to a vote.

Key issues still being debated in S1587 include:

*Commercial Services*—Industry has pushed to have commercial services included within the definition of commercial items. The current bill does so, but limits services to installation, maintenance, repair, training and other services relating to commercial items. This is much more restrictive than industry has been seeking. In addition, the bill specifies that the provider of these commercial services is to use the same work force for government as is used to serve the general public. In this regard the government is attempting to eliminate the need for separate organizations that only serve the federal government.

Even with the procurement reform being considered, there are many unique issues that must be handled when dealing with the government. A serious one is the need for clearances. It seems premature to assume that the federal



groups that have been established to meet government service requirements will no longer be needed as a result of the passage of S1587.

*Truth in Negotiations Act (TINA)*—The current S1587 does not specifically establish that commercial products are exempt from TINA. It also allows up to three years for postaward audits. As currently presented, it is not obvious that S1587 provides relief from the vast amount of cost and pricing data that contractors must make available on commercial products, procured sole source as a contract modification.

*Task and Delivery Order Contracts*—The current version of S1587 limits Task and Delivery Order contracts to either three or five years, including all options. The limit is three years if the contract is a single award and five years if it is a multiple award. There is another item that will affect multiple awards. All task and delivery orders will have to be competed among the multiple winners and thus extend the cost to the contractors far beyond the expense of the initial award.

*Debriefing*—S1587 has proposed that during a debriefing, information on all bidders be made available. As a result, every bidder would be given information on the cost and scores of all of the competitors. This will complicate the rebidding process in the event of a protest. Viewed from another angle, it will make information readily available to bidders. A number of industry representatives are opposed to this change.

*Other Features of S1587*—This bill supports raising the limit from \$25,000 to \$100,000 for small purchase threshold and renaming it "simplified acquisition threshold." It also proposes reserving all contracts under the \$100,000 simplified acquisition threshold for small business. During hearings on S1587 by the Senate Armed Services Committee, it was quoted that 96% of all procurements are under \$100,000. This is a key issue and could cause a significant change in the way large business markets its products to the government. Both this bill and the Conyers bill emphasize the use of COTS and nondevelopmental items to the maximum extent possible. This bill also brings more uniformity to procurement procedures in the defense and civilian agencies.

*Missing Features*—This bill is silent on the Buy America/Trade Agreement Acts (BAA/TAA) and the Service Contract Act (SCA). These are troublesome issues for industry. BAA/TAA is unique to the government and is not an issue of interest to the private sector. In the international marketplace today, tracking parts point of origin to certify the percent that are U.S. versus foreign origin, or that a product has been significantly transformed in the U.S., is an onerous task. Complying to these requirements represents a significant effort that has no obvious benefit. This is one procurement requirement that industry must continue to push to have repealed.

The SCA is also a troublesome issue, particularly for nonunion companies. It



requires that jobs, benefits, wages, etc. be posted and advertised and requires pay for nonexempt employees comparable to the applicable service industry in the area in which the work is being performed. Its original intent was to protect janitorial, cafeteria, etc. work forces and should not be applicable to the information technology (IT) industry. Industry efforts to affect this requirement must continue if this act is to be repealed for the IT industry.

## Summary

Procurement reform is a key issue with Congress, the Executive Branch and many agencies and industry. But with all the other issues on health care, gun

control, etc., it will take a concerted effort to consolidate the House and Senate positions on procurement reform. There is still hope that the Senate actions will result in reform before the 103rd Congress recesses in the fall. The real question is will any of this really be significant.

The issues currently being debated will not be the last we shall see of reform. The intent of many of the current issues being debated, as well as future ones, is to make it easier for industry to deal with the government. The push to use more and more commercial products and to make those products easier to purchase will be a major focus area for some time to come.

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# Research Bulletin

A Publication from INPUT's Federal IT Market Analysis Program

Vol. III, No. 11

July 1994

## Federal IT Market

### A Two-year Trend Turns Upward

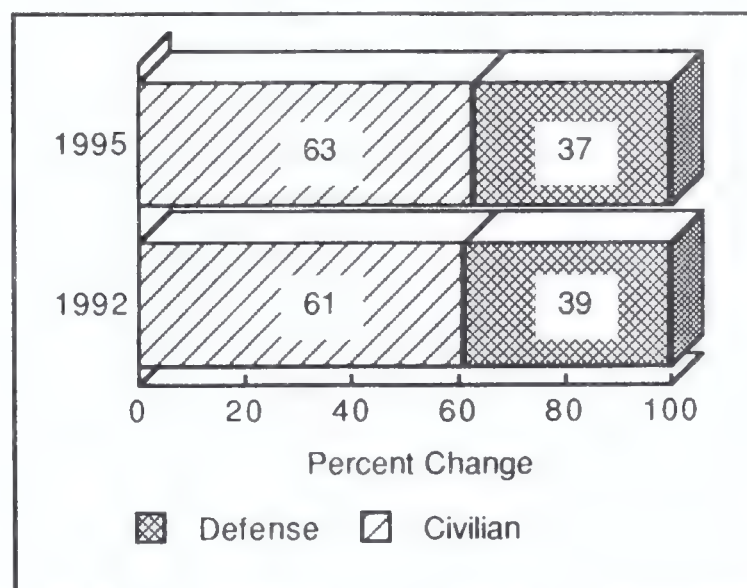
The federal information technology (IT) market has suffered a decline in growth rate for two of the past three years. What had been a healthy compound annual growth rate (CAGR) of 12% for fiscal year 1992 has been followed by a lesser, although still healthy, CAGR of 6% for fiscal year 1993. For fiscal year 1994, some life has been breathed back into the IT budget, due to major presidential reforms to be supported by information technology programs. INPUT reports this growth through FY1999 as 7%.

The federal IT market continues to grow, but the real growth is in civilian agencies. The Defense Department continues to suffer decline. As shown in Exhibit 1, over the last three years the DoD has dropped from 39% of the total IT budget in fiscal year 1993 to 37% for fiscal year 1995. This differential may be further exacerbated if the \$680 million cut in the Defense budget currently proposed by the House Armed Services Committee is realized. The House

Appropriations Committee recommended a \$300 million cut, while the Senate Armed Services Committee recommended approval of the entire \$9.7 billion Defense IT budget. It is too early to predict the final outcome of any potential DoD budget reduction.

Exhibit 1

### Changes in Distribution of IT Dollars for Civilian and Defense Agencies (FY1992-FY1995)



Source: OMB

Assuming the current budget is approved, the decline in the Defense

portion is expected to continue by a percent a year for at least the next few years.

Although a growth of 7% in the overall federal IT market is encouraging, a more dramatic story is told at the agency level. Significant changes in total budget and budget composition are occurring throughout defense and civilian agencies. The new ranking of the military services pushes them down with respect to the top IT spending civilian agencies. For FY1995, Treasury has passed the military services in total IT budget, but the House committee overseeing Treasury has recommended a \$500 million cut in Tax System Modernization (TSM) funding, which could represent a 30% cut. Transportation has fallen a few levels with additional cuts probably as a result of the contract termination associated with the FAA-AAS. Agriculture may take a deep budget cut if threats to its INFOSHARE program are realized.

The fiscal year 1995 ranking based on budget submissions of the top 20 agencies and their ranked positions in fiscal year 1994 are shown in Exhibit 2. The most significant changes in ranking result from growth in the Department of Treasury budget request and for the continued decline in the budgets for the military services, most notably the Air Force. The IT budget for the DoD agencies shows an increase of 15% over the past two years (Exhibit 3), but this does not represent true growth in spending for Defense.

Exhibit 2

### Rank of Top IT Agency Budgets

FY 1995 Rank	Agency	FY 1995 \$ Billion	FY 1994 \$ Billion	FY 1994 Rank
1	Defense	4.6	4.2	1
2	NASA	2.2	2.1	3
3	Treasury	2.1	1.8	7
4	Transportation	2.1	2.2	2
5	Navy	2.1	2.1	4
6	Energy	2.0	1.9	6
7	Army	2.0	2.0	5
8	GSA	1.5	1.5	10
9	HHS	1.5	1.6	9
10	Air Force	1.4	1.6	8
11	USDA	0.9	0.8	11
12	Justice	0.8*	0.8	12
13	Commerce	0.7	0.7	13
14	VA	0.6	0.6	14
15	Interior	0.5	0.5	15
16	State	0.4*	0.4	16
17	EPA	0.3	0.3	17
18	Education	0.3	0.2	18
19	Labor	0.2	0.1	20
20	HUD	0.1*	0.1	19

\* Indicates INPUT estimates

Source: OMB



It results from a continuing transfer of spending authority from the military services to the department as systems are consolidated (see Exhibit 4).

The agencies with the highest percentage growth over the most recent two years are shown in Exhibit 3. Those with the lowest percentage growth over the same time period are illustrated in Exhibit 4. Based on the data shown in Exhibit 2, growth rates for Defense (ranked 1st), USDA (ranked 11th) and Treasury (ranked 3rd) represent significant growth, \$300-\$400 million. Commerce (ranked 13th) and HHS (ranked 9th) representing healthy growth rates, but less in terms of actual dollars. Growth in Education and EPA IT budgets is important, but only when compared to its existing programs.

Exhibit 3

#### High Growth Agencies (FY1993-FY1995)

Agency	2-Year Growth (%)
Education	52
Defense	15
USDA	13
Commerce	9
Treasury	8
EPA	7
HHS	6

Exhibit 4

#### Low Growth Agencies (FY1993-FY1995)

Agency	2-Year Growth (%)
Air Force	-17
Navy	-6
Army	-5
Energy	-3
VA	-3

Shifts in three major budget categories offer insight as to what agencies expect to spend IT dollars for over the next few years. These shifts result from a number of different issues operating simultaneously. Commercial prices for hardware and software products are falling as price/performance ratios improve. The government can buy more for less. Agencies are seeking contractor support for more applications as federal employees are accepting offers for early retirement. The "brain drain" removes a great experience base from the government, that must be replaced through services contracts. Client/server architecture is moving federal agencies into enterprise operations. Network engineering, distributed application development and integration services are key to successful programs in the "re-inventing government" paradigm.

The three categories grouped in Exhibit 5 identify the agencies with the fastest growing and declining budgets. Capital investment and commercial services are OMB categories that represent contractable portions of the IT budget. Personnel numbers are significant as they indirectly describe the potential size

of the in-house system development and support staff. Growth in the personnel segments can mean additional hiring, increased salaries, or cash buy-out

programs to encourage early retirements. These data, when compared with budget sizes in Exhibit 2, provide a clearer picture of growths and declines.

Exhibit 5

### Budget Increases By OMB Categories (FY1993-FY1995)

Category	High Growth Agencies		Low Growth Agencies	
	Agency	2-Year Growth (%)	Agency	2-Year Growth (%)
Capital Investment	Labor	37	Air Force	-44
	OSD	23	GSA	-13
	Commerce	18	Army	-12
	Education	15	Navy	-1
	Transportation	14	Energy	1
	HHS	12		
Personnel	Education	18	Navy	-6
	OSD	18	Army	-6
	Energy	10	Air Force	-4
			Commerce	-3
			Treasury	-1
Commercial Services	Education	60	Navy	-7
	USDA	22	Air Force	-7
	Commerce	14	Labor	-5
	Defense	11	VA	-1
			Army	-1



Current budget information is beginning to reflect agency alignment with respect to some of the major presidential initiatives. Certainly, the National Performance Review, National Information Infrastructure, Health Care, military base closures and other initiatives are driving the program targets of government agencies.

Programs which are closely aligned with these initiatives are receiving the budget increases. Other programs will suffer, at least for the foreseeable future.

INPUT will continue to track and report on the actions in Congress until budget requests and authorizations are final.

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This Research Bulletin is issued as part of INPUT's U.S. Federal Information Technology Market Analysis Program. If you have questions or comments on this bulletin, please call your local INPUT organization or Nancy Vesper at INPUT, 1953 Gallows Road, Suite 560, Vienna, Va. 22182, (703) 847-6870.

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# Research Bulletin

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Vol. III, No. 13

August 1994

## Contracting for Service

Service contracts are the fastest growing area of government procurement. The Office of Management and Budget (OMB) reported that service contracts accounted for over 50% of the government's FY92 procurement program (\$105 billion of \$200 billion).

This trend in service contracting holds true for Information Technology (IT)

expenditures also. Exhibit 1 illustrates actual and projected expenditures for FY93 through FY99. The compound annual growth rate (CAGR) for FY94 through FY99 period is 5% for the total IT and 8% for commercial services. Exhibit 2 illustrates the FY95 budget reported to OMB.

Exhibit 1

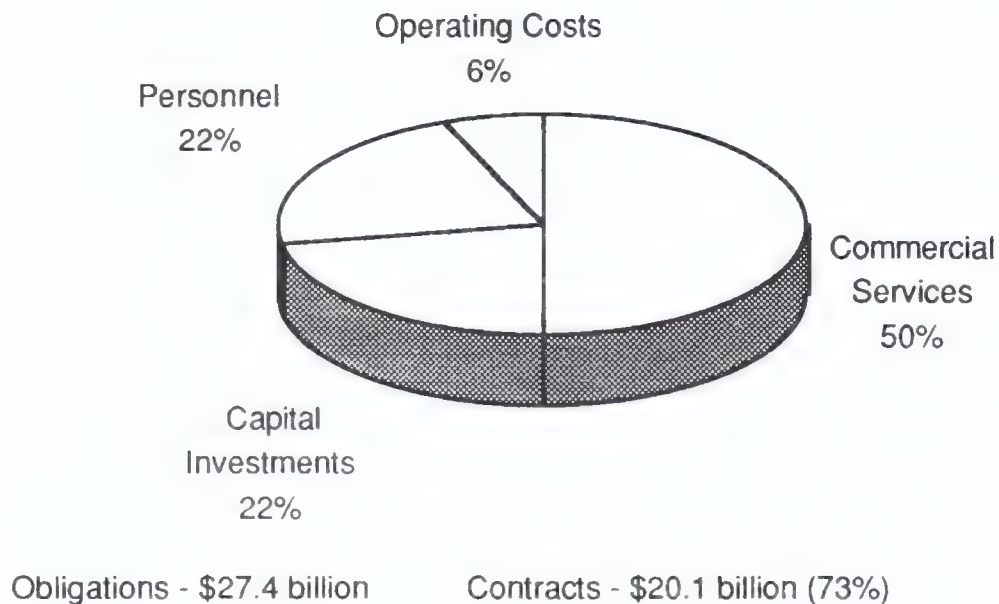
**FY93 - FY99 Commercial Services Budget (\$)**

	TOTAL 1993 Actual	TOTAL 1994 Govt Est.	TOTAL 1995 Govt Fcst	TOTAL 1996	TOTAL 1997	TOTAL 1998	TOTAL 1999
Commercial Services	11,969,013	12,525,111	13,455,450	14,360,429	15,301,934	16,595,289	18,125,702
TOTAL Information Technology	24,982,441	26,016,639	27,245,474	28,368,196	29,505,615	30,951,496	32,564,280

Source: OMB and INPUT

Exhibit 2

### U.S. Federal Government Information Technology Budget FY 1995



*Source: OMB*

Service contracts in the federal government are to be used by agencies to acquire knowledge and skills that are not available in the government or that are available in the private sector at a lesser cost. The types of activities that are contracted under this heading range from janitorial to high tech research and development. They also range from small to multi-million dollar efforts.

The size of the service contracts expenditures, as well as management issues, prompted Leon Panetta, while director of OMB, to direct that a study of federal service contracting be conducted. The study was initiated in March 1993 and results were published in January 1994. The report "Summary Report of Agencies' Service Contracting Practices" was published by the Office of Federal Procurement Policy (OFPP).

Seventeen (17) major executive agencies and departments reviewed their service contracting programs. These agencies represent over 90% of the service contract expenditures. The agencies conducted thorough, critical analyses of their programs. The report notes that significant improvements are needed to ensure that the government is getting its money's worth from service contractors. In summary the findings indicate that:

- The government reliance on service contracts is increasing.
- Contracts are usually managed by program staff who are not well trained in contract administration.
- Cost analyses and independent government cost estimates are not performed by many agencies prior to the renewal, extension, or recompet



of existing contracts. Often they were not done for the original contract.

- Agencies often assume additional in-house personnel, even on a part-time basis, will not be authorized and therefore contract for services.
- Contracting procedures are viewed by all involved as overly burdensome, complex and time-consuming.
- Agencies often do not develop statements of work that adequately describe the requirements and therefore limit competition.
- Poor statements of work make assessment of performance difficult.

All agencies did respond that their contracts were accomplishing what they intended and that there were very few instances of contractors doing inherently government functions. In addition, the agencies responding acknowledged that poor management (i.e., failure of the contracting officer and the contracting officer's technical representative to

communicate) on their part contributed to many of the problems associated with service contracting. More training, travel funds to allow better monitoring and flexibility to move funds so that some activities could be done in-house are among the recommendations made. Other recommendations included:

- Purchases of commercial products or services should be encouraged.
- Procurement process should be simplified and streamlined.
- The small purchase threshold should be raised to \$100,000.
- EDI should be utilized for small purchases.
- Defense streamlining practices should be extended to civilian agencies.
- Frivolous, bad faith and unmeritorious protests should be promptly dismissed.

Exhibit 3 identifies the agencies that participated in the review.

Exhibit 3

### Agencies Participating in Service Contracting Review

Agriculture	Justice
Commerce	Labor
Defense	State
Education	Treasury
Energy	Environmental Protection Agency
Housing and Urban Development	General Services Administration
Interior	National Aeronautical and Space Administration

Source: OFPP

OFPP is overseeing the interagency working groups that are addressing these issues. There are no final resolutions, but recommendations are expected prior to the end of FY94. Reduction in task order contracts and pilot programs to test fixed price contracting for services are considered priority items by OFPP. INPUT will continue to track and update status on these issues.

## Recent Awards and Future Opportunities

INPUT has identified over 250 IT procurements currently planned by federal agencies and DOD that qualify as service contracts. Examples of recently awarded contracts are illustrated in Exhibit 4.

Exhibit 4

### Recently Awarded Service Contracts

	COMPANY	AGENCY	VALUE	DATE
<b>LARGE</b>	Loral (IBM)	U.S. Postal Service	\$154.8 million	January 1994
	CSC	NASA	\$1,000.0 million	May 1994
	Martin Marietta	Social Security	\$68 million	February 1994
<b>SMALL</b>	Unisys	Social Security	\$2 million	March 1994
	Digital	U.S. Postal Service	\$3 million	March 1994
	HFSI	U.S. Navy	\$1 million	March 1994

Source: INPUT

INPUT has selected programs from the more than 250 to illustrate upcoming

service contract opportunities. These programs are summarized in Exhibit 5.



Exhibit 5

## Examples of Future Service Contract Procurements

DEPARTMENT	PROGRAM	CONTRACT TYPE	INCUMBENT	TIME FRAME (RFP/DRFP)
AGRICULTURE	INFOSHARE	TBD (Multiple)	none	1994-1997
	Modernize Admin. Process	TBD	none	Late 1994
COMMERCE	Mission Control Support	Small Business Set Aside	SS&A Inc.	September 1994
	Administration Management	TBD	none	October 1994
	Network Service and Maintenance	FFP	I-Net	FY1997
EDUCATION	Pell Grant	FFP	PRC	FY1996
	Facilities Management	FFP	Martin Marietta	FY1998
ENERGY	Operation and Maintenance	CPFF (8a)	CSC	1Q 1995
	Facilities Mngmt.	CPFF (8a)	CSC	3Q 1994
	ADP Support Services	CPFF/LOE	CDSI	2Q 1996
EPA	Library Services	IDIQ (8a)	Labat-Anderson	July 1994
	Records Mngmt.	TBD	Labat-Anderson	November 1994
	Facilities Mngmt.	TBD	Martin Marietta	FY 1997
GSA	Telecom Support	IDIQ	Booz-Allen	July 1997
	SW Design	Requirements	ATS	FY 1995
HHS	DP Systems Development	TBD	none	August 1994
	ADP Support	TBD	Social & Scientific	FY 1997
	Communications Support	TBD	Key Four	August 1994

<b>INTERIOR</b>	Modernization Support	IDIQ	none	August 1994
	On-Site ADP Support	TBD	AMS	4Q 1996
<b>LABOR</b>	ADP Support	Labor Hour	CBSI	August 1995
	Facilities Management	CPAF	Management Technology	October 1997
	Black Lung Support	TBD	CSC	FY 1996
<b>VA</b>	Decentralized Hospital	IDIQ	Digital	FY 1996
<b>USPS</b>	Facilities Management	TBD	Maxima	June 1994
<b>STATE</b>	Machine Readable VISAS	TBD	Statica	4Q 1996
	Modernization Implementation	TBD	none	FY 1995
<b>TRANSPORTATION</b>	National Driver Registration	FFP	PRC	FY 1997
	Vessel Traffic Services	TBD	none	August 1994
	Electronic Document Management	TBD	none	September 1994
	Technical Assistance Control	Labor Hour	TRW	October 1994
	Weather and Radar Process	TBD	Harris	1Q 1995
<b>TREASURY</b>	TDAll	TBD	Sysorex (DMACII)	September 1994
	Data Center Help Desk	8(a)	Viotech	June 1994
	Document Reader	Small Business Set Aside	none	4Q 1994



<b>JUSTICE</b>	Telephone Systems	FFP	none	October 1994
	STET	IDIQ	multiple	FY 1995
	Non-Immigrant Information System	8(a)	Appalachian	July 1994
	Consolidated Office Network	FFP, IDIQ	Tesopt (Amacus II)	July 1995
<b>NASA</b>	Engineering and Technical Services	CPAF	Unisys	August 1994
	Systems Integration for Space Shuttle	TBD	Rockwell	1Q 1995
	Scientific and Tech. Info. Facility Management	CFAF	RMS	FY 1995
<b>DEFENSE</b>	SETA for National Command System	TBD	Booz-Allen	September 1994
	Research and Engin. Network	TBD	none	4Q 1994
	DODIIS Integration and Engin. Support	TBD	CSC	FY 1997
<b>AIR FORCE</b>	WWMCCS ADP Maintenance	IDIQ	HFSI	October 1994
	Engin. Services and Modification	CPAF	Ford Aerospace	4Q 1994
<b>ARMY</b>	Acquisition Info. Management	TBD	none	FY 1995
	Info. Systems SW Center Technical Support	IDIQ	multiple	FY 1995
<b>NAVY</b>	NCTC Support	IDIQ, Small Business Set Aside	Andrulis Research	4Q 1994
	ISNS Technical and Engineering Support	CPFF	none	July 1994

Source: INPUT

## Summary

Service contracting is a very competitive business. It is one of the more price sensitive types of contracts. Many companies in the past have viewed this type of contracting as less than attractive, due often to the low margins yielded. If used properly, many service contracts offer an outstanding opportunity to get to know an agency. Since the level of funding is large and increasing, those who have not pursued this type of contracting would do well to consider the opportunities and advantages of service contracting in the future.

We can be sure there will be more scrutiny and review of the procedures used and more effort to procure services on a fixed price basis. Contracts may be broken into smaller increments, but the government's reliance on service contracting, with the continued emphasis on downsizing government personnel, will offer many new business opportunities for the IT vendor community.

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# Research Bulletin

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October 1994

## Federal Acquisition Streamlining Act of 1994: Worth the Wait

After decades of acrimony and political foot-dragging, Congress has passed what many believe to be the most significant legislation to reform the federal government's procurement process in a quarter of a century. Credit for the achievement goes in part to the National Performance Review, which designated procurement reform as one of its major goals for fiscal year 1994.

It is long awaited, no doubt, but more waiting is in store for agency officials and industry business development and sales managers. Very few changes result directly from the legislation itself. The regulations necessary to implement the legislation will define the real changes, and more likely than not will prolong the wait another year.

In the meantime, industry managers and agency officials can anticipate the regulations and plan how they can take advantage of the changes enacted by the Congress under S.1587. The focus of this bulletin is on key issues pertaining to acquisition of information technology products and services.

### The Major Issues

Although the Act covers ten major areas (Titles), the five listed in Exhibit 1 form the

core of concerns raised by government and industry over the recent past regarding the procurement process.

Exhibit 1

#### Major Areas of Concern Covered by the S.1587

- Contract Formation
- Simplified Acquisition Threshold
- Acquisition Management
- Commercial Items
- Federal Acquisition Computer Network

### Contract Formation

*Prompt notice of award for competitive and non-competitive contracts*

Within three days of award the head of the agency (or delegated official) is required to inform all unsuccessful bidders to the solicitation, in written or electronic form, that the award had occurred and what bidder won the award.

*Opportunities for post-award debrief*

Agencies must notify bidders within three days of contract award. Unsuccessful bidders are entitled to a debriefing within five days of the receipt by the agency of their request.



The intent of the debriefing is to furnish the basis for the selection decision and the contract award. The debriefing should include the agency's evaluation of the unsuccessful bidder's offer, the overall evaluated cost and technical rating of the winning offer, the overall ranking of all offers, and a summary of the rationale for the award. The briefing is not intended to provide a detailed evaluation of selection factors and evaluations point-by-point.

#### *Rating of evaluation factors*

In arriving at an award decision, the agency is expected to identify all factors and significant subfactors, and their relative importance to be used in evaluating offers.

#### *Appropriateness of Past Performance*

Contracting officials may use past performance of contractors as a partial basis for contract award. Past performance information will have been filed by the agency relative to its perception of how well the contractor performed. Presently, this information is not protected specifically under the Freedom of Information Act.

Guidelines are being prepared by the Office of Federal Procurement Policy on developing past performance data. Most likely, each agency would be tasked to develop its own database of performance data, and there is no plan to merge or centralize the databases nor access to them. Contractors should be aware that standards do not exist, nor are being developed, on identifying and recording past performance data. The lack of standards is also a liability to the agency who wants to access performance data across agencies and who must defend against inevitable protests on the way they record their own data.

#### *Cost or pricing data requirements*

In general, there are fewer requirements for contractors to submit cost or pricing data, and the authority to request data is also reduced from practices in the past. The threshold for

agencies requiring this information is now set at \$500,000. The Department of Defense had established this threshold, and civilian agencies will have their threshold raised from \$100,000 to be consistent. Agencies can still request cost or pricing data when values are lower than the threshold, but justification will be required.

The price reduction clause is not as easily triggered under this Act. Holders of multiple award schedule contracts may offer lower prices on a case-by-case basis as necessary, to assure the government is getting prices that are competitive with market prices.

#### *Procurement protests*

Protest must be filed within ten days of the announcement of the award of a contract, or five days after the date of the debriefing to the unsuccessful bidder. If the unsuccessful bidder takes the protest to the agency, it would have ten days after the agency decision to take the protest to the Board of Contract Appeals (General Services Administration) or the Comptroller General (General Accounting Office). The GSBCA would be required to render a decision within 65 days. The GAO recommendation would be required within 125 days. Note the restatement of these time limitations in calendar days rather than working days. They are essentially the same periods as before the Act. Note also that the GAO continues to render only recommendations that are not binding on the executive branch agencies. There was no change in suspension of delegation of procurement authority between the two protest bodies. The DPA is automatically suspended by a protest filed at the GSBCA—it is not suspended automatically at the GAO.

The GSBCA may dismiss a protest it judges to be frivolous, brought in bad faith, or does not state a valid basis for protest. This satisfies concerns raised by agencies and industry that some protests have no merit and only detract



from the procurement process and cost valuable time and dollars with no benefit.

## Simplified Acquisition

### *Simplified acquisition threshold*

This is the new name for small purchases. The threshold is set at the \$100,000 level and creates a wide margin of contracts that can be set aside for small business. Agencies deciding not to set the contract aside for small business when their expected value is less than \$100,000 must have justification. Typically this will occur when the agency contracting official is not assured that adequate competition would occur by setting the contract aside.

The new threshold has a limitation in its application. Synopsis of contract requirement had been required to appear in the *Commerce Business Daily* (CBD) for contracts valued above \$25,000. If an agency develops and implements a program to advertise on the Federal Acquisition Network (FACNET), the \$100,000 threshold applies. Until the agency implements its FACNET support, it must still advertise the opportunity in the CBD.

Micropurchases refer to acquisitions under \$2,500. Such acquisitions are considered "sole source" and do not require solicitation.

## Acquisition Management

The competitive process begins with an announcement in the CBD or on FACNET, depending on which solicitation method applies. The administrator of the Office of Procurement Policy is authorized to establish pilot programs to determine the value of alternative procurement procedures, so long as the procedures are consistent with existing laws and regulations. No more than six of these pilots can be active at any one time, and a single agency can have no more than one active. Contracts may not be awarded for more than \$600,000,000 under this program.

## Commercial Items

A disproportionate number of protests have arisen over the last decade regarding agency requests for commercial products. Authority for establishing the definition of commercial product is set in the Office of Federal Procurement Policy Act. Commercial, commercially available, commercial-off-the-shelf, COTS, and nondevelopmental are terms currently used. In practice, products have varied in their applicability to commerciality by the extent to which they meet, can meet, or can be modified to meet the requirement. Until the definition improves, vendors should be aware of three issues related to requirements for commerciality: What does an agency mean by commerciality (does meet, will meet, or can be modified to meet)? When does the commerciality requirement apply (at time of operational test, at time of award, or at installation)? Does it apply to all products?

The acquisition of commercial items is encouraged by the Act. Fixed-price contracts are to be used for commercial items to the greatest extent possible. When commercial items are requested, agencies may apply best-value standards in selecting from among products bid.

## Federal Acquisition Computer Network

Every agency is expected to implement systems for the Federal Acquisition Computer Network (FACNET) architecture not later than January 1, 2000. The administrator of the Office of Federal Procurement Policy has the responsibility for developing and implementing the government-wide network. The administrator will assign a FACNET program manager.

The FACNET will support the electronic interchange of procurement information between an agency and the public sector. National and international standards are to be

used to assure broad use of the network. Convenient and universal points of entry are to be established and supported by the program.

Functions are defined by the Act for government and the private sector users. The government should use the network to:

- Provide public notice of solicitations
- Receive responses from the private sector
- Announce awards
- Receive and answer questions regarding the solicitation
- Place orders, make payments, transfer funds
- Archive data related to the use of the network

The private sector should use the network to:

- Access notices and solicitations
- Respond to solicitations
- Receive orders
- Access information on contract awards
- Receive payments and transfer funds

### Other Noteworthy Issues

Differences between defense contracting and civilian contracting are reduced under the Act.

No other acts are discontinued by the enactment of this legislation, although there are some exemptions for simplified and micro-purchases.

Contracts already in place are not affected, but modifications to these contracts would be.

Upgrades to the Federal Acquisition Regulations (FAR), and its many agency supplements, will be necessary to support the Act. OFPP has been planning to upgrade the FAR for several years, but appears to be too busy at the present time to take on the task in a serious, deliberate manner.

Availability of Multiple Award Schedule contracts for state and local governments is not addressed.

The network will be considered implemented when more than 75% applicable contracts are awarded through its use.

The Act contains other issues of interest to many industry managers. Everyone involved in federal procurement should take time to familiarize themselves with the full coverage of S.1587, as enacted. After new regulations are developed to implement the different parts of the Act, those who understand the intent of the legislation will have an advantage over others in carrying out the actions required by the regulations.

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This Research Bulletin is issued as part of INPUT's Federal Information Technology Market Analysis Program. If you have questions or comments on this bulletin, please call your local INPUT organization or Chris Forest at INPUT, 1953 Gallows Road, Suite 560, Vienna, Va. 22182, (703) 847-6870.



# Research Bulletin

A Publication from INPUT's Federal IT Market Analysis Program

Vol. III, No. 18

October 1994

## FY 1993 Leading Integrators/Vendors

### Federal Procurement Data System (FPDS) Reporting

The Federal Acquisition Regulation (FAR) requires that each executive agency establish and maintain for a period of five years, by fiscal year, a computer file containing unclassified records of all procurements that exceed \$25,000. Each transaction over that amount paid to a contractor is to be reported to the FPDS. Each year there are over 450,000 procurements over that threshold and 19 million below that threshold. Approximately 25,000 IT related procurements are entered in the database annually.

The FPDS is maintained by GSA for the Office of Procurement Policy (OFPP). GAO has recently criticized the quality and completeness of this data system noting that FPDS has not kept pace with evolving user needs. The major recommendations GAO proposes include:

- Broadening the content of the FPDS to include more analysis
- Migrating the system to a PC based environment
- Implementing quality control on at least the basic data

Steve Kelman, OFPP Administrator, has indicated his desire to have the information reported monthly rather than quarterly.

INPUT also recognized the inadequacies of the FPDS but believes that it does provide useful information. We have analyzed the FY 1993 data. This bulletin presents the results of the analysis done on the top IT related vendors in terms of procurement payments reported to FPDS by each agency.

The information presented in Exhibit 1 represents the top 20 vendors/integrators across all executive agencies. These contractors are listed in descending order by dollar value. The remaining exhibits represent the top 10 vendors/integrators by agency, also in descending order by dollar value reported. INPUT used total dollars reported for each corporation so all

divisions of UNISYS, CSC, GTE, etc. are included in the ranking. In addition, IBM includes the Federal Group that is now a part of Loral. All dollar values have been rounded to the nearest million.

Exhibit 1

### Top Contractors Across all Agencies

1. UNISYS	2,094
2. Boeing	1,253
3. General Electric	1,078
4. Grumman	1,020
5. IBM	1,019
6. AT&T	971
7. CSC	940
8. Trident Data Systems	878
9. Raytheon	773
10. SAIC	768
11. Lockheed	740
12. Rockwell	732
13. GTE	641
14. Harris	584
15. Loral	558
16. McDonnell Douglas	548
17. Martin Marietta	530
18. Sprint	504
19. ITT	498
20. TRW	483

Source: FPDS, \$ million

Exhibit 2

### Top Contractors - Agriculture

1. IBM	18
2. GTE	14
3. Advanced Data Concepts	11
4. Arthur Andersen	10
5. NYMA	8
6. SYNEX	7
7. Mathematica	5
8. FU Associates	5
9. Wang	5
10. GAM Service Corp.	5

Source: FPDS, \$ million

Exhibit 3

### Top Contractors - Air Force

1. Trident Data Systems	877
2. Grumman	762
3. Boeing	745
4. Rockwell	489
5. Loral	264
6. CSC	240
7. Raytheon	217
8. Lockheed	215
9. GTE	204
10. McDonnell Douglas	167

Source: FPDS, \$ million

Exhibit 4

### Top Contractors - Army

1. ITT	351
2. Serv. Air Inc.	261
3. SAIC	234
4. TRW	202
5. Boeing	202
6. GTE	190
7. MITRE	189
8. Harris	174
9. EDS	152
10. Raytheon	133

Source: FPDS, \$ million

Exhibit 5

### Top Contractors - Commerce

1. UNISYS	92
2. PRC	71
3. Cray Research	29
4. ESA/EUMETSAT	10
5. Industrial Economics	8
6. CSC	8
7. University of Colorado	7
8. General Electric	7
9. MITRE	6
10. Federal Data Systems, Inc.	6

Source: FPDS, \$ million



Exhibit 6

**Top Contractors - Defense**

1. AT&T	389
2. GTE	150
3. EDS	101
4. SRA	90
5. MCI	84
6. Bell Atlantic	63
7. General Directorate of PTT	54
8. BB&N	47
9. Network Equip. Technology	41
10. IDA	39

Source: FPDS, \$ million

Exhibit 7

**Top Contractors - Education**

1. E-Systems	22
2. American College Testing	17
3. NCS	15
4. Educational Testing Service	14
5. SYSCON	10
6. Reading is Fundamental, Inc.	10
7. Arkansas Dept. of Educ.	9
8. ABT Associates	9
9. College Entrance Exam.	9
10. Blue Hills Homes Corp.	6

Source: FPDS, \$ million

Exhibit 8

**Top Contractors - Energy**

1. BDM	245
2. SAIC	212
3. CDSI	191
4. McDermott, Inc.	120
5. Stone & Webster	88
6. Roy F. Weston, Inc.	68
7. MAC Technical Serv.	57
8. DYNCORP	57
9. Burns & Roe, Inc.	52
10. EDS	47

Source: FPDS, \$ million

Exhibit 9

**Top Contractors - EPA**

1. CSC	27
2. SAIC	26
3. Concept Automation, Inc.	18
4. UNISYS	15
5. Network Management, Inc.	12
6. Lockheed	10
7. Techlaw, Inc.	9
8. DPRA, Inc.	7
9. ICF International	6
10. PRC	6

Source: FPDS, \$ million

Exhibit 10

**Top Contractors - FEMA**

1. AT&T	33
2. CSC	29
3. UCS, Inc.	5
4. Titan	4
5. Advanced Micro Devices	4
6. Bell Atlantic	3
7. Scientific Services	3
8. SRA	3
9. National Con. Serv., Inc.	3
10. Suncoast Assoc., Inc.	2

Source: FPDS, \$ million

Exhibit 11

**Top Contractors - GSA**

1. Sprint	470
2. UNISYS	234
3. CSC	95
4. CDSI	63
5. AT&T	52
6. MITRE	26
7. Applied Tech. Assoc.	20
8. AMS	20
9. Atlantic Research	13
10. Booz-Allen & Hamilton	13

Source: FPDS, \$ million

**Exhibit 12**
**Top Contractors - HHS**

1. IBM	41
2. Win Laboratories	41
3. Federal Data Corp.	17
4. Martin Marietta	11
5. Academy for Educational Devel.	10
6. Bell Atlantic	8
7. Data Computer Corp. of America	7
8. CSC	7
9. UNISYS	6
10. Computer Based Systems	6

Source: FPDS, \$ million

**Exhibit 13**
**Top Contractors - HUD**

1. Martin Marietta	277
2. National Loan Servicer, Inc.	79
3. HFSI	64
4. Advanced Technology Systems	34
5. Horizon Data Corp.	22
6. National Conference State Bldg.	15
7. Atlantic Research Corp.	13
8. NCS	13
9. Orkand	13
10. NYMA	12

Source: FPDS, \$ million

**Exhibit 14**
**Top Contractors - Interior**

1. AMS	17
2. Data General	16
3. CSC	15
4. Infotec Devel., Inc.	10
5. ABB Power Generation, Inc.	9
6. PAN AM Corp.	9
7. PRIME	7
8. Source One Management, Inc.	7
9. SAIC	4
10. Federal Data Systems, Inc.	3

Source: FPDS, \$ million

**Exhibit 15**
**Top Contractors - Justice**

1. Harris	43
2. TISOFT	31
3. Motorola	20
4. CBIS	16
5. Pulsar	15
6. CDSI	13
7. Genasys Corp.	13
8. Ogden	12
9. First Financial Management	12
10. Applied Tech., Assoc.	11

Source: FPDS, \$ million

**Exhibit 16**
**Top Contractors - Labor**

1. Home Builders Institute	11
2. Viatch Systems, Inc.	10
3. Daniel, Mann, Johnson and Mend.	10
4. United Brotherhood of Carpenters	5
5. Management and Training Corp.	5
6. AFL/CIO Appalachian Council	5
7. National Plastering	4
8. Women in Comm. Service, Inc.	4
9. Management Systems Designers	4
10. CBIS	4

Source: FPDS, \$ million

**Exhibit 17**
**Top Contractors - NASA**

1. Boeing	238
2. Lockheed	223
3. CSC	200
4. McDonnell Douglas	161
5. Rockwell	134
6. Loral	85
7. General Electric	79
8. Sverdrup Corp.	68
9. Grumman	60
10. Sterling Software	58

Source: FPDS, \$ million



Exhibit 18

**Top Contractors - Navy**

1. General Electric	752
2. Hughes	288
3. Raytheon	283
4. AT&T	213
5. VITRO	201
6. McDonnell Douglas	196
7. Grumman	182
8. PRC	172
9. IBM	153
10. Loral	144

Source: FPDS, \$ million

Exhibit 19

**Top Contractors - NSF**

1. Education Development Center	4
2. RAND Corp.	2
3. COMPUWARE	2
4. Universal Hi-Tech Develop.	2
5. SRI International	1
6. AMS	1
7. Walcoff & Associates	1
8. ABT Associates, Inc.	1
9. Westat, Inc.	1
10. Network Solutions	1

Source: FPDS, \$ million

Exhibit 20

**Top Contractors - NRC**

1. Southwest Research Inst.	12
2. CEXEC, Inc.	4
3. Government Telecommunications	1
4. Science and Engineering	1
5. Advanced Systems Technology	1
6. Sciencetech, Inc.	1
7. Data Computer Corp. of America	1
8. Sonalysts, Inc.	1
9. SAIC	1
10. Parameter, Inc.	1

Source: FPDS, \$ million

Exhibit 21

**Top Contractors - Office of the Pres.**

1. PRC	7
2. CSR	2
3. Computech, Inc.	1
4. Bell Atlantic	1
5. Botec Analysis Corp.	1
6. IBM	1
7. Digital	1
8. Pulsar	<1
9. AT&T	<1
10. Computer Dynamics, Inc.	<1

Source: FPDS, \$ million

Exhibit 22

**Top Contractors - SEC**

1. Bell Atlantic	116
2. IBM	29
3. BDM	10
4. Technical Software Services	2
5. Fortran Corp.	2
6. Computer Maintenance & Cons.	1
7. GSA	1
8. AMS	1
9. Mitchell Systems Corp	1
10. User Technology Assoc.	1

Source: FPDS, \$ million

Exhibit 23

**Top Contractors - SBA**

1. EDS	3
2. Dynamic Decisions, Inc.	2
3. User Technology Assoc.	2
4. TRI-COR Industries	2
5. General Analytics Corp	1
6. Data Management Assoc.	1
7. DIGICON	1
8. Subsystems Technologies, Inc.	<1
9. Planned Systems International	<1
10. Washington Data Systems, Inc.	<1

Source: FPDS, \$ million

Exhibit 24

## Top Contractors - State

1. Wang	51
2. AT&T	25
3. American Inst. in Taiwan	20
4. DYNCORP	18
5. Statistica, Inc.	13
6. CSC	8
7. Stanley Associates, Inc.	8
8. Pacific Architect & Eng.	7
9. MANTECH	7
10. AMR Corp.	6

Source: FPDS, \$ million

Exhibit 25

## Top Contractors - Transportation

1. UNISYS	1,228
2. IBM	432
3. Harris	206
4. Raytheon	137
5. Westinghouse	92
6. Wilcox Electric, Inc.	64
7. EG&G	52
8. United Technologies	42
9. EDS	35
10. General Electric	28

Source: FPDS, \$ million

Exhibit 26

## Top Contractors - Treasury

1. AT&T/NCR	143
2. SYSOREX	91
3. Viatech Systems, Inc.	78
4. UNISYS	78
5. Grumman	65
6. TRW	59
7. CSC	52
8. IBM	47
9. VION	45
10. Eastern Computers, Inc.	43

Source: FPDS, \$ million

Exhibit 26

## Top Contractors - TVA

1. Schulman Ronca & Bucuvalas, Inc.	133
2. Operation Simulation Assoc., Inc.	68
3. Robison & McAulay	65
4. Stulin, Rita J.	65
5. Ensr. Consulting and Engineering	39
6. NUS Corp	10
7. Stone & Webster	8
8. Ceridian	7
9. SAIC	6
10. ASA International	5

Source: FPDS, \$ million

Exhibit 27

## Top Contractors - USIA

1. GEC Marconi, Inc.	43
2. France Telecom	5
3. British Broadcasting Corp.	2
4. General Electric	2
5. COMSAT	2
6. MCI	2
7. Xerox	2
8. Eastern Computers, Inc.	2
9. Win Laboratories	1
10. Comstream Corp.	1

Source: FPDS, \$ million

Exhibit 28

## Top Contractors - VA

1. Lockheed	44
2. Digital	35
3. SAIC	31
4. Telcom Systems Services, Inc.	14
5. Federal Data Corp.	14
6. AMS	10
7. Federal Data Systems, Inc.	6
8. HFSI	6
9. Orlando Business Telephone Sys.	5
10. AT&T	4

Source: FPDS, \$ million

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# Research Bulletin

A Publication from INPUT's Federal IT Market Analysis Program

Vol. III, No. 19

October 1994

## Business Growth Can Be Targeted to Key Areas

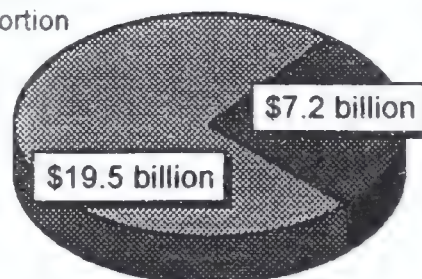
INPUT's market segmentation reveals important growth potential throughout the federal information systems and services market. This bulletin defines INPUT's federal government information systems and services market divisions based on fiscal year 1995 information technology budget reports. (A full discussion of the market segments is published in INPUT's *Federal Information Systems and Services Market -- FY1994-FY1999*.)

The size of the overall federal IT market for fiscal year 1995, as reported by agencies to the Office of Management and Budget, is \$26.7 billion (Exhibit 1). This market includes a \$7.2 billion segment for government internal spending (salaries, rental of computer room space, etc.) and a \$19.5 billion segment for spending through contracts (IT goods and services), referred to as the addressable portion.

Exhibit 1

### Total Federal It Budget FY 1995 (\$26.7 billion)

Addressable  
Contract Portion  
73%



Non-  
Addressable  
Contract  
Portion  
27%

Source: INPUT

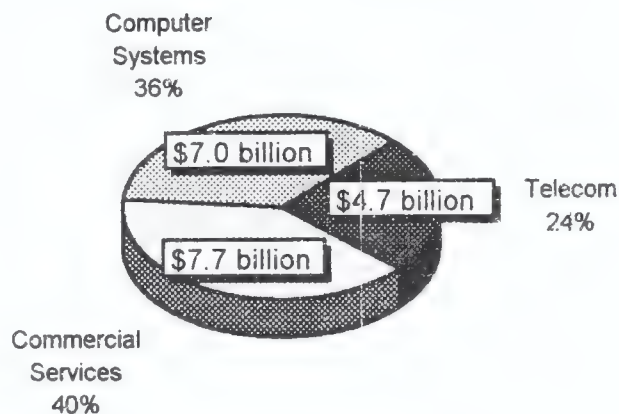
Federal IT contracts support three major functional needs of the government, as shown in Exhibit 2. These needs comprise the total addressable portion of the IT

budget. The 5-year compound annual growth rates (CAGR) through FY1999 of these segments vary, as shown below.

	<u>CAGR</u>
• Commercial Services	6 %
• Telecommunications	10 %
• Computer Systems	4 %

Exhibit 2

### Addressable Portion of the Federal IT Budget - FY1995



Source: INPUT

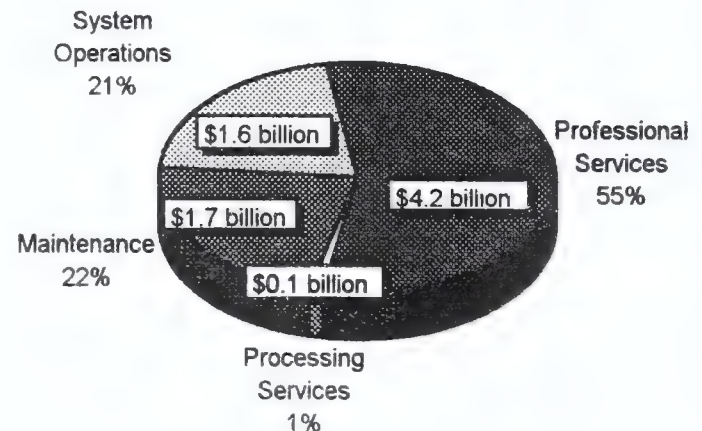
## COMMERCIAL SERVICES SEGMENT

The subdivisions of the commercial services segment are shown in Exhibit 3. Each of these subdivisions is discussed below.

	<u>CAGR</u>
• Professional Services	9 %
• System Operations	4 %
• Maintenance	3 %
• Processing Services	< 1 %

Exhibit 3

### Commercial Services Segment of the Federal IT Budget - FY1995



Source: INPUT

## Professional Services Subsegment

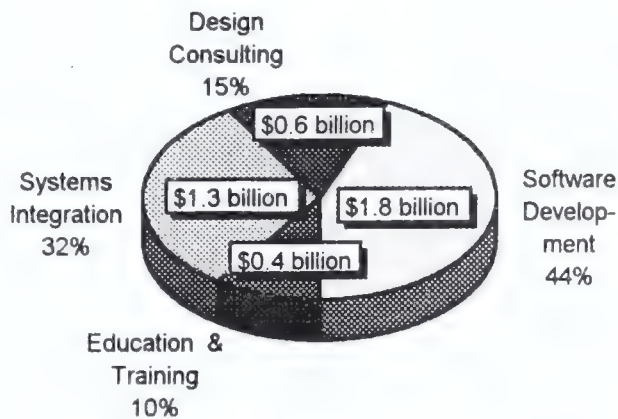
This category includes our submodes: software development, design and consulting, systems integration, and education and training. Education and training spending is growing at a slower rate than the other submodes, but a rate of 7% is higher than in past years. The distribution of the professional services submodes are shown in Exhibit 4.

	<u>CAGR</u>
• Software Development	9 %
• Design, Consulting	9 %
• Systems Integration	9 %
• Education and Training	7 %



Exhibit 4

### Professional Services Segment of the Federal IT Budget - FY1995



Source: INPUT

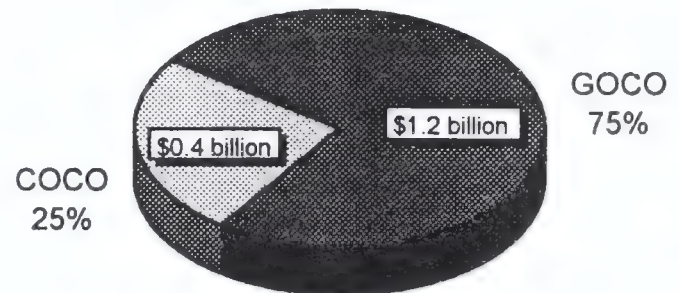
### System Operations Subsegment

Systems operations involves the operation and management of all or a significant part of the agency's information systems functions under a long-term contract. These services include platform systems operations, applications systems operations, network management, or desktop services. The delivery of operations support occurs through government owned-contractor operated facilities (GOCO) or contractor owned and operated facilities (COCO). The split in sizes and CAGR of the submodes in Exhibit 5 shows a significant preference for operations of government-owned facilities. The respective growth rates are:

	CAGR
• GOCO	4 %
• COCO	3 %

Exhibit 5

### System Operations Segment of the Federal IT Budget - FY1995



Source: INPUT

### Maintenance Subsegment

This submode includes services provided to repair, diagnose problems and provide preventive maintenance both on-site and off-site for computer equipment. The costs of parts, media and other supplies are excluded.

### Processing Services Subsegment

Three submodes are included in this subsegment: transaction processing, utility processing, and "other" processing services. Transaction processing requires vendor facilities to support applications. Utility processing involves basic software tools (language compilers, assemblers, DBMSs, graphics packages, library routines, etc.) to enable agency users to develop application systems. "Other" services include scanning, data entry, micrographic conversion, etc. to support operations.

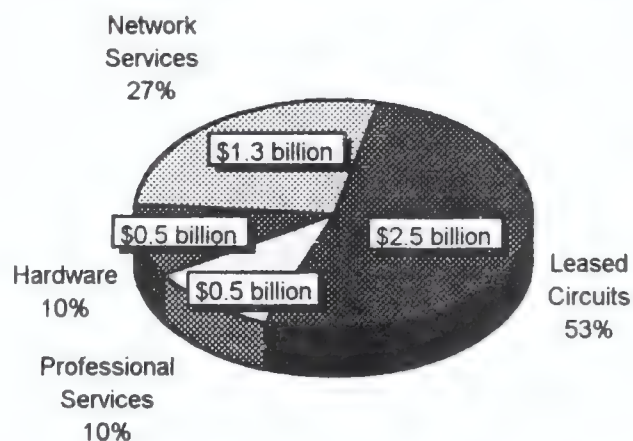
## TELECOMMUNICATIONS SEGMENT

The subdivisions of the telecommunications segment of the federal IT budget are shown in Exhibit 6. Their respective growth rates are:

	<u>CAGR</u>
• Leased Circuits	11 %
• Network Services	11 %
• Professional Services	7 %
• Hardware	3 %

Exhibit 6

### Telecommunications Segment of the Federal IT Budget - FY1995



Source: INPUT

### Leased Circuits Subsegment

Leased circuits include both voice and data. Voice circuit requirements represent 60% of the market segment and are growing at a 14% CAGR. Data circuit requirements are growing at a 5% CAGR.

### Network Services Subsegment

Network services are a variety of telecommunications-based functions and

operations. They include network applications such as value-added message handling, computer-based inquiry, electronic data interchange, or information interchanges (E-Mail and bulletin boards).

### Professional Services Subsegment

This subsegment involves those services functions involved in installing and integrating networks. It is a portion of the larger professional services numbers provided above.

### Hardware Subsegment

Telecommunications hardware include routers, bridges, connectors, and other equipment necessary to install a network. Workstation-based network servers and communications processors are not included.

## COMPUTER SYSTEMS SEGMENT

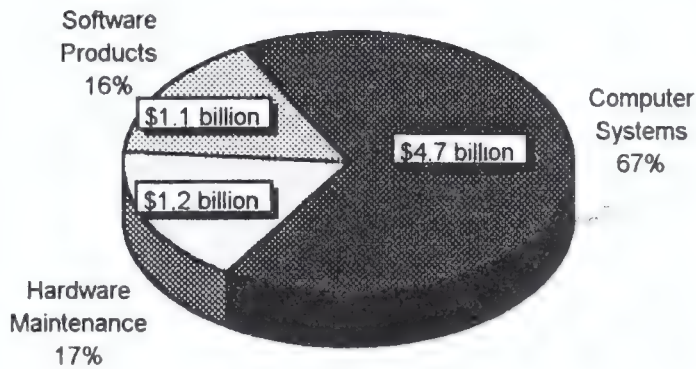
Computer systems include the hardware, software, and maintenance services required to operate them. The subdivisions of the computer systems segment of the federal IT budget are shown in Exhibit 7. While the growth rates appear small, commercial prices are driving unit costs down. As a result, more units are shipping at lower overall cost to the government. The growth rates of the subsegments are:

	<u>CAGR</u>
• Computers	4 %
• Software Products	4 %
• Hardware Maintenance	3 %



Exhibit 7

### Computer Systems Segment of the Federal IT Budget - FY1995



Source: INPUT

## Computers Subsegment

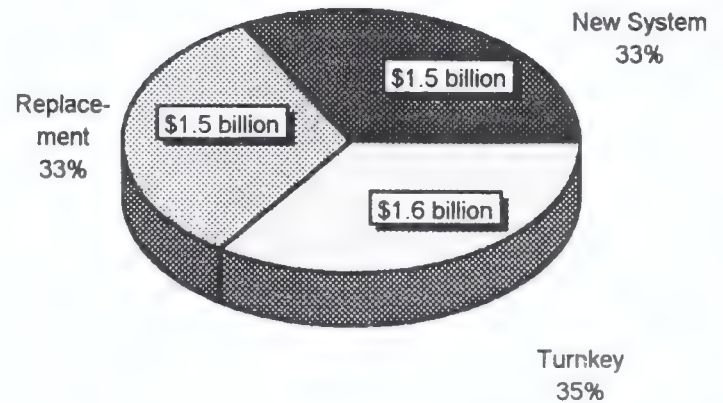
Computer equipment includes all computer and telecommunications equipment that can be acquired separately with or without installation by the vendor, and not acquired as part of a systems integration system. Included are platforms, peripheral units, and any preinstalled software, such as the operating system, included in the purchase price.

The computers subsegment is divided into turnkey systems, replacement systems, and new systems, as shown in Exhibit 8. Their growth rates are:

	<u>CAGR</u>
• Turnkey Systems	7 %
• Replacement Systems	12 %
• New Systems	-8 %

Exhibit 8

### Computers Subsegment of the Federal IT Budget - FY1995



Source: INPUT

## Software Products Subsegment

Software products are divided into two submodes: systems software and applications software. Both involve purchases of software packages for in-house computer systems. Lease and purchase expenditures are included. Vendor-provided training or support in operation and use of the package, if part of the software pricing, is also included. The growth rates are:

	<u>CAGR</u>
• Systems Software	4 %
• Applications Software	4 %

## Hardware Maintenance Subsegment

The hardware maintenance subsegment includes diagnostic and repair services required to maintain computer systems. The growth rate of this subsegment is 3%.

## SYSTEMS INTEGRATION SEGMENT

Systems integration is a vendor service that provides a complete solution to an

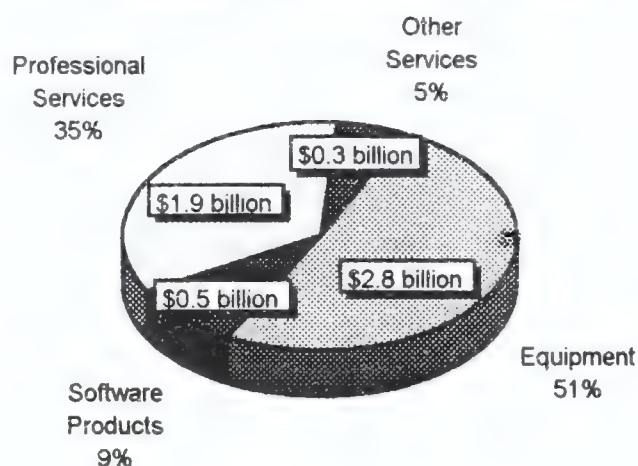
information system, networking or automation development requirement through the custom selection and implementation of a variety of information systems products and services. A systems integrator is responsible for the overall management of a systems integration contract and is the single point of contact for the delivery of a specified system function. The relative sizes of the components in a systems integration project are shown in Exhibit 9.

The CAGR of the components of a systems integration project are:

	<u>CAGR</u>
• Equipment	7 %
• Software Products	11 %
• Professional Services	9 %
• Other Services	12 %

Exhibit 9

### Systems Integration Segment of the Federal IT Budget - FY1995



Source: INPUT

The professional services subsegment of the systems integration segment is the same as the professional services subsegment of the professional services segment shown in Exhibit 4. The software products subsegment does not include application development. Development falls under the professional services subsegment. Other services include items not identified elsewhere, such as contract management, business support services, computer supplies, and other items required for a smooth development and implementation effort.

A full accounting of the federal IT market, with discussion of market forces and major agency programs is published in INPUT's report, *Federal Information Systems and Services Market -- FY1994-FY1999*. This report has been distributed to all clients of INPUT's Market Analysis Reports (MAR) program.

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# Research Bulletin

A Publication from INPUT's Federal IT Market Analysis Program

Vol. III, No. 23, Reprint

December 1994

## FY 1993 Leading 8(a)s

This bulletin has been reprinted to correct two coding errors in the FPDS. Dell has been reported as the parent company for Edge Systems, Inc. and Advanced Micro Devices had been reported as the parent company for Government Micro Resources. Both of these were incorrect

### Federal Procurement Data System (FPDS) Reporting on 8(a) Spending

The Federal Procurement Data System (FPDS) is maintained by GSA on behalf of the Office of Procurement Policy (OFPP). This information is not well monitored by the government relative to its total accuracy nor completeness. Nevertheless, it does represent the best source for the information technology industry to track spending trends, vendor market share, agency expenditures, etc. INPUT has compiled the information presented in this bulletin from the FPDS. It represents government spending data for FY 1993.

Exhibit 1 lists the top 20 agencies relative to contract dollars paid to 8(a)s as prime contractors. Exhibit 2 lists the top twenty 8(a) companies across all agencies as reported to FPDS. The remaining exhibits list the top ten 8(a)s (if applicable) for each of these agencies.

In all cases, the data reported represents prime contract activity and does not include any subcontracting activity for the 8(a) companies. I-Net, Inc. and RJO Enterprises, Inc. have graduated from the 8(a) program, but during FY 1993 were still reported as 8(a) companies. It is possible that other of the companies have graduated, but are still reported as 8(a)s by the agencies.

Exhibit 1

#### Top Agencies - 8(a) Contracting

1. Navy	437
2. Army	300
3. Air Force	267
4. Treasury	248
5. Transportation	242
6. Energy	163
7. National Aeronautics and Space Adm.	132
8. Defense	113
9. Justice	69
10. Agriculture	68
11. State	65
12. Interior	60
13. Housing & Urban Development	55
14. Commerce	54
15. Health & Human Services	52
16. General Services Administration	49
17. Agency for International Develop.	33
18. Labor	19
19. Federal Emergency Mgmt. Agency	16
20. Education	15

Source: FPDS, \$ million

**Exhibit 2**
**Top 8(a) Contractors - Across All Agencies**

1. Viatech Systems, Inc.	71
2. I-Net, Inc.	58
3. Eastern Computers, Inc.	55
4. Applied Technology Associates	45
5. Infotec Development, Inc.	41
6. Advanced Micro Devices	40
7. PSI International, Inc.	40
8. Modern Technologies Corp.	33
9. Technical & Management Svcs. Corp.	30
10. RJO Enterprises, Inc.	30
11. NYMA, Inc.	30
12. General Analytics Corp.	30
13. Pulsar Data Systems	29
14. National Systems & Res. Co.	29
15. Nation, Inc.	26
16. Jackson & Tull, Inc.	22
17. Systems Engineering & Mgmt. Co.	22
18. Metters Industries, Inc.	22
19. Comprehensive Technologies, Int.	21
20. Sierra Nevada Corp.	21

Source: FPDS, \$ million

**Exhibit 3**
**Top 8 (a) Contractors - Agriculture**

1. SYNEX, Inc.	7
2. NYMA, Inc.	7
3. Fu Associates Limited	5
4. Win Laboratories Limited	4
5. International Computers and Telecom	4
6. Advanced Micro Devices	4
7. Management Assist. Corp. of America	4
8. Tri-Cor Industries, Inc.	3
9. Row Sciences, Inc.	2
10. Kajax Engineering, Inc.	2

Source: FPDS, \$ million

**Exhibit 4**
**Top 8(a) Contractors - Agency for International Development**

1. Executive Resource Associates	7
2. Development Technologies, Inc.	3
3. Interamerican Mgmt. Consultants	2
4. Dual & Associates, Inc.	2
5. Harvey and Company, Inc.	2
6. Atlantic Resources Corp.	2
7. CA Systems International	2
8. Cambridge Consulting Corp.	2
9. Advanced Micro Devices	1
10. Mitchell Group	1

Source: FPDS, \$ million

**Exhibit 5**
**Top 8(a) Contractors - Air Force**

1. Infotec Development, Inc.	35
2. Applied Technology Associates	16
3. Sierra Nevada Corp.	15
4. I-Net, Inc.	15
5. Modern Technologies Corp.	15
6. National Systems & Res Co.	13
7. RJO Enterprises, Inc.	13
8. ENTEK, Inc.	8
9. Advanced Integrated Technology	8
10. Systems Engineering & Mgmt. Co.	8

Source: FPDS, \$ million

**Exhibit 6**
**Top 8(a) Contractors - Army**

1. Nation, Inc.	26
2. Modern Technologies Corp.	13
3. Systems Resources Corp.	13
4. User Technology Associates	9
5. Venntronix Corp.	9
6. Technical & Mgmt Services Corp.	7
7. Statistica, Inc.	7
8. Amerind, Inc.	6
9. Colsa, Inc.	6
10. Professional Software Engineering	5

Source: FPDS, \$ million



Exhibit 7

**Top 8(a) Contractors - Commerce**

1. Sylvest Management Systems	6
2. Research & Data Systems, Inc.	5
3. Digicon Corp.	3
4. Tri-Cor Industries, Inc.	3
5. Dynamic Decisions, Inc.	3
6. Global Management Systems, Inc.	3
7. National Systems & Res. Co.	2
8. Management Technology, Inc.	2
9. Ellsworth Associates, Inc.	2
10. SM Systems & Research Corp.	2

*Source: FPDS, \$ million*

Exhibit 8

**Top 8(a) Contractors - Defense**

1. Burton Irving Associates	12
2. I-Net, Inc.	7
3. RJO Enterprises, Inc.	6
4. Potomac Systems Engineering	5
5. Amerind, Inc.	4
6. Compex Corp.	3
7. Digicon Corp.	3
8. Modern Technologies Corp.	3
9. Automation Res. Systems, Ltd.	3
10. Pulsar Data Systems	3

*Source: FPDS, \$ million*

Exhibit 9

**Top 8(a) Contractors - Education**

1. Pulsar Data Systems	3
2. Advanced Computer Systems	1
3. Advanced Micro Devices	1
4. Dynamic Concepts, Inc.	1
5. Henderson and Associates	<1
6. Data Transformation Corp.	<1
7. The Assignment Group	<1
8. Visions Advertising	<1
9. Decisions Systems Technology	<1
10. The Circle, Inc.	<1

*Source: FPDS, \$ million*

Exhibit 10

**Top 8(a) Contractors - Energy**

1. Advanced Sciences, Inc.	15
2. PAI Corp.	11
3. Systematic Management Services	9
4. Scientech, Inc.	8
5. Advanced Micro Devices	7
6. Tucker & Associates, Inc.	6
7. COMSIS Corp.	5
8. Comprehensive Technologies, Int.	5
9. KOH Systems, Inc.	5
10. BNF Technology, Inc.	5

*Source: FPDS, \$ million*

Exhibit 11

**Top 8(a) Contractors - Federal  
Emergency Management Agency**

1. UCS, Inc.	5
2. Advanced Micro Devices	3
3. CTA, Inc.	1
4. Advanced Integrated Technology	<1
5. Kervic Company	<1
6. Research Planning, Inc.	<1
7. Alphatech, Inc.	<1
8. Development Technologies, Inc.	<1
9. Tresp Associates, Inc.	<1
10. USATREX International, Inc.	<1

*Source: FPDS, \$ million*

Exhibit 12

**Top 8(a) Contractors - GSA**

1. Applied Technology Associates	29
2. Management Technology, Inc.	5
3. Advance, Inc.	3
4. FC Business Systems, Inc.	1
5. Metrica, Inc.	1
6. Advanced Data Concepts, Inc.	1
7. Decisions Systems Technology	1
8. Abacus Technology Corp.	<1
9. US Technologies Corp.	<1
10. Kenrob & Associates, Inc.	<1

*Source: FPDS, \$ million*

Exhibit 13

### Top 8(a) Contractors - Health and Human Services

1. Computer Based Systems, Inc.	4
2. Data Computer Corp. of America	4
3. WIN Laboratories, Ltd.	3
4. ROW Sciences, Inc.	3
5. Brown & Co.	2
6. CEXEC, Inc.	2
7. General Analytics Corp.	2
8. Shepard-Patterson	2
9. Universal Hi-Tech Development	2
10. Advanced Engineering & Planning	1

Source: FPDS, \$ million

Exhibit 14

### Top 8(a) Contractors - Housing and Urban Development

1. Horizon Data Corp.	11
2. NYMA, Inc.	7
3. Software Control International	6
4. Management Technology, Inc.	3
5. Computer Based Systems, Inc.	3
6. International Computer & Telecom	3
7. Systemhouse, Inc.	3
8. TONYA, Inc.	3
9. SETA Corp.	3
10. Westco	2

Source: FPDS, \$ million

Exhibit 15

### Top 8(a) Contractors - Interior

1. Source One Management, Inc.	9
2. Infotec Development, Inc.	5
3. Statistics, Inc.	3
4. COMSIS Corp.	2
5. WIN Laboratories, Ltd.	2
6. Diversified Business Technology	2
7. Dynamic Concepts, Inc.	2
8. Dynamic Decisions, Inc.	2
9. TTK Associates, Inc.	2
10. Recom Software, Inc.	2

Source: FPDS, \$ million

Exhibit 16

### Top 8(a) Contractors - Justice

1. Pulsar Data Systems	15
2. Dynamic Decisions, Inc.	7
3. Metrica, Inc.	5
4. Mnemonic Systems, Inc.	4
5. Westco	4
6. System Resources, Inc.	4
7. WIN Laboratories, Ltd.	3
8. Comprehensive Technologies, Int.	3
9. General Analytics Corp.	3
10. WR Systems, Ltd.	3

Source: FPDS, \$ million

Exhibit 17

### Top 8(a) Contractors - Labor

1. User Technology Associates	4
2. WIN Laboratories, Ltd.	3
3. General Analytics Corp.	3
4. Stephens Engineering Co.	1
5. Automated Systems & Programming	1
6. Advanced Micro Devices	1
7. Edge Systems, Inc.	<1
8. FU Associates, Limited	<1
9. Network Solutions, Inc.	<1
10. Automated Information Management	<1

Source: FPDS, \$ million

Exhibit 18

### Top 8(a) Contractors - National Aeronautical Space Administration

1. Jackson & Tull, Inc.	22
2. I-Net, Inc.	19
3. Advanced Micro Devices	13
4. Recom Software, Inc.	9
5. Tri-Cor Industries, Inc.	5
6. Consolidated Industries, Inc.	5
7. NYMA, Inc.	4
8. Woodside Summit Group, Inc.	4
9. GHG Corp.	2
10. Management Systems Application	2

Source: FPDS, \$ million



Exhibit 19

**Top 8(a) Contractors - National Labor Relations Board**

1. General Analytics Corp.	4
2. Information Systems & Networks	1
3. Global Management Systems, Inc.	<1
4. Kendrick & Co.	<1

*Source: FPDS, \$ million*

Exhibit 20

**Top 8(a) Contractors - Navy**

1. Metters Industries, Inc.	16
2. Digital Systems Research	15
3. AEPCO, Inc.	14
4. Systems Engineering & Mgmt Co.	12
5. Comprehensive Technologies, Int.	12
6. Compliance Corp.	12
7. National Systems & Research Co.	12
8. Systems Engineering & Mgmt. Assoc.	10
9. KOH Systems, Inc.	9
10. Andrulis Research Corp.	8

*Source: FPDS, \$ million*

Exhibit 21

**Top 8(a) Contractors - Nuclear Regulatory Commission**

1. CEXEC, Inc.	4
2. Advanced Systems Technology	1
3. Data Computer Corp. of America	<1
4. Washington Data Systems, Inc.	<1
5. Kathpal Technologies, Inc.	<1
6. Compa Industries, Inc.	<1
7. Pulsar Data Systems	<1
8. International Technical Services	<1
9. Advanced Micro Devices	<1
10. Statistica, Inc.	<1

*Source: FPDS, \$ million*

Exhibit 22

**Top 8(a) Contractors - Securities and Exchange Commission**

1. Technical Software Services	2
2. Computer Maintenance & Cons.	1
3. Mitchell Systems Corp.	<1
4. User Technology Associates	<1
5. Dynamic Concepts, Inc.	<1
6. System Resources, Inc.	<1
7. Pragmatics, Inc.	<1

*Source: FPDS, \$ million*

Exhibit 23

**Top 8(a) Contractors - Small Business Administration**

1. Dynamic Decisions, Inc.	2
2. User Technology Associates	2
3. Tri-Cor Industries, Inc.	1
4. Digicon Corp.	<1
5. Subsystems Technologies, Inc.	<1
6. Planned Systems International	<1
7. General Analytics Corp.	<1
8. Washington Data Systems, Inc.	<1
9. CSS Laboratories, Inc.	<1
10. Creative Associates, Inc.	<1

*Source: FPDS, \$ million*

Exhibit 24

**Top 8(a) Contractors - State**

1. AMR Corp.	6
2. Statistica, Inc.	5
3. Information Management Cons.	5
4. USATREX International, Inc.	4
5. Stephens Engineering Co.	4
6. Interlog	4
7. I-Net, Inc.	3
8. RJO Enterprises, Inc.	3
9. RDR Corp.	3
10. Hammel & Associates, Inc.	3

*Source: FPDS, \$ million*

**Exhibit 25**
**Top 8(a) Contractors - Transportation**

1. Technical & Mgmt. Services Corp.	15
2. Kenrob & Associates, Inc.	13
3. Advanced Computer Systems	11
4. Piquini Management Corp.	11
5. Automated Information Mgmt.	9
6. Information Network Systems	9
7. CEXEC, Inc.	7
8. NYMA, Inc.	7
9. Columbia Services Group, Inc.	6
10. LB&M Associates, Inc.	6

Source: FPDS, \$ million

**Exhibit 26**
**Top 8(a) Contractors - Treasury**

1. Viotech Systems, Inc.	70
2. Eastern Computers, Inc.	46
3. PSI International, Inc.	40
4. General Analytics Corp.	12
5. Keydata Systems, Inc.	6
6. Analysis & Technology, Inc.	5
7. Advanced Management, Inc.	5
8. Metrica, Inc.	4
9. Ellsworth Associates, Inc.	3
10. Washington Data Systems, Inc.	3

Source: FPDS, \$ million

**Exhibit 27**
**Top 8(A) Contractors - Veterans Administration**

1. SYNEX, Inc.	<1
2. PSI International, Inc.	<1
3. SOZA & Co, Ltd.	<1
4. Professional Software Engineering	<1
5. Mitchell Systems Corp.	<1
6. CSS Laboratories, Inc.	<1
7. Global Telecom Connection, Inc.	<1
8. Precision Technology, Inc.	<1
9. R&E Electric, Inc.	<1
10. Management Technology, Inc.	<1

Source: FPDS, \$ million

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# Research

# Bulletin

A Publication from INPUT's Federal Information Technology Market Program

## Agency Profile

## Environmental Protection Agency

This bulletin profiles the Environmental Protection Agency. It is provided to keep INPUT clients up-to-date on the agency and its operating activities. Budget data, spending history, and acquisitions plans are intended to save the client valuable research time. Vendor sales and marketing personnel should be able to use the information to remain informed of acquisition programs.

### Mission

The Environmental Protection Agency protects and enhances the nation's environment. The agency's mission is to control and abate pollution in the areas of air, water, solid waste, pesticides, radiation, and toxic substances. Its programs are integrated and coordinated with state and local governments as well as other federal agencies such as Food and Drug Administration, Department of Agriculture, Department of Energy and Department of Interior.

### Organization

The headquarters office is located in Washington, D.C. Each of the major program areas are also headquartered in this office. Ten regional offices distributed throughout the country support the operations of the major

program offices. Exhibit 1 shows the organizational structure of the agency.

### Agency Programs

a. *Air* - The air program sets standards for ambient air quality, emissions of hazardous air pollutants, emissions from new stationary sources, motor vehicle emissions, and prevention of significant deterioration of air quality.

b. *Water Quality* - The goal of the program is the protection and restoration of the nations' waters. The program relies on a partnership with states.

c. *Drinking Water* - This program sets drinking water standards, enforces compliance with standards, and directs activities to improve ground water quality.

d. *Hazardous Waste* - Ensures that hazardous wastes are managed to protect public health and the environment. Authorities are delegated to the states with federal financial assistance.

e. *Pesticides* - Major activities include review and registration of pesticide products, develop registration standards, enforce registration

## Exhibit 1

**EPA Organizational Chart**Program Offices

- Air and Radiation
- Water Administration
- Solid Waste and Emergency Response
- Research and Development
- Regional Offices

Staff Offices

- Office of Administration
- Environment and Compliance Monitoring

Regional Offices

- |                                   |                                 |
|-----------------------------------|---------------------------------|
| - I. Boston, Massachusetts        | - VI. Dallas, Texas             |
| - II. New York, New York          | - VII. Kansas City, Kansas      |
| - III. Philadelphia, Pennsylvania | - VIII. Denver, Colorado        |
| - IV. Atlanta, Georgia            | - IX. San Francisco, California |
| - V. Chicago, Illinois            | - X. Seattle, Washington        |

Source: INPUT

requirements, develop guidelines to protect pesticide, assist in state plans for pesticide use that will protect ground water.

f. *Radiation* - Eliminates adverse health and environmental effects by limiting exposure to radiation. With the Department of Energy, the EPA assesses risks from high levels of radon, and supports a three-year federal grant program to assist the development of state radon programs.

g. *Multimedia* - Cuts across all environmental media, to ensure actions taken by federal agencies do not adversely affect the environment.

h. *Toxic Substances* - Protect human health and the environment from unreasonable risks posed by chemicals.

**Program Budget**

Overall program spending is expected to increase during FY1994. Almost all programs show steady growth over the three-year period represented in the President's current budget. Exhibit 2 shows the trend in budgeted program obligations.



Exhibit 2

**EPA Program Budgets**

Program	FY1992 Actual	FY1993 Estimated	FY1994 Estimated
Air	130,277	141,388	146,611
Water Quality	128,794	136,240	138,880
Drinking Water	43,027	47,475	49,515
Hazardous Waste	94,452	98,888	101,274
Pesticides	50,889	54,673	54,962
Radiation	13,962	15,243	14,097
Multimedia	59,561	65,290	74,339
Toxic Substances	51,994	57,095	56,790

Figures in \$000

Source: Budget of the United States Government:  
Fiscal Year 1994, April 8, 1993**Information Technology Budget**

Although the growth rate of anticipated spending by the Environmental Protection Agency diminished over the last year (since FY1992), there is still an increase in actual dollars budgeted. Exhibit 3 shows the reported anticipated obligations and INPUT's forecasts for information technology systems through fiscal year 1998.

**Major Information Technology Acquisition Plans**

The following major program activities have been identified by the agency in planning documents and information technology budget submissions.

*a. National Computer Center Facilities Management* - This program includes all facility management and capital costs for the three major data processing facilities for the agency. Sites at Research Triangle Park, NC, Washington, D.C., and Bay City, MI are being upgraded. Services include operational maintenance, planning, training, and other support functions. Anticipated spending in out-years include, FY1994: \$38 million; FY95: \$38 million; FY96: \$42 million; FY97: \$44 million; FY98: \$44 million.

*b. National Computer Center Equipment and Operating System* - All purchases in support of the National Data Processing Division are included in this program. Approximately \$40

Exhibit 3

## EPA Information Technology Budget

	FY1992	FY1993	FY1994	FY1995	FY1996	FY1997
<b>Capital Investments</b>						
Hardware	35360	34187	38194	39416	40756	42224
Software	5819	8131	8747	9412	9929	10346
Site or Facility	523	488	1437	1454	1475	1528
<b>Equipment, Rental, Space, and Other Operating Costs</b>						
Lease Equipment	2479	2807	4722	4769	4865	4986
Lease Software	3822	4205	4398	4222	4019	3766
Space	112	103	119	121	122	124
Supplies and Other	5459	8122	9304	10188	11033	11486
<b>Commercial Services</b>						
ADPE Time	1705	2079	2727	2697	2646	2574
Voice Communications	24988	27117	27938	33973	40937	48019
Data Communications	6751	7639	6216	6378	6556	6950
Operations and Maintenance	91870	110779	109632	110042	111362	114146
Systems Anal./Prog./ DSGN/Eng.	40918	49688	51399	57207	61726	67035
Studies and Other	1912	4915	5186	4667	4616	4561
Significant Use Info. Tech.	11349	9591	9469	10482	11763	13222
<b>Total Info. Tech. Obligations</b>	<b>282450</b>	<b>316876</b>	<b>329843</b>	<b>344282</b>	<b>360077</b>	<b>378077</b>

All figures in \$000.

Source: EPA and INPUT

million through fiscal year 1998 have been programmed for this activity.

*c. High Performance Computing* - Program costs include high performance computing technologies. Cooperative agreements and capital spending are included. Operational costs

include facilities, hardware maintenance, and operational personnel. The first supercomputer was installed at Bay City; the second is to be installed in the 1995-1996 time frame at Research Triangle Park, NC. \$2.5 million per year has been programmed through fiscal year 1998.



d. *FTS2000* - All long-distance voice telecommunications services for the agency are procured through this governmentwide contract. Long-distance networks leased by the agency have been replaced by this contract. Video teleconferencing has been installed at approximately 20 agency locations. An average of \$15 million-per-year has been programmed for this activity. Contractor value-added services are procured for backup, data communications, and connection-to-state agencies.

e. *Mission-Oriented Systems and Engineering Support* - This active contract provides for centrally managed support for state-of-the-art applications systems development and enhancements. An average of \$18 million-per-year has been programmed through fiscal year 1998 for this activity.

f. *Library and Records Management Support* - This delivery order contract provides a full range of services operating 28 EPA libraries. It supports records management functions of the agency. The contract is scheduled to expire after fiscal year 1994.

g. *Integrated Financial Management System (IFMS)* - This ongoing system will be upgraded during fiscal year 1994. \$5.4 million dollars have been identified for contracted costs.

h. *Permit Compliance System (PCS)* - Is a major commercial services data base system that supports the National Pollutant Discharge Elimination System. The NPDES is a Clean Water Act program that issues, permits and tracks facilities that discharge pollutants into navigable waters. EPA expects to spend \$4.9 million in Fiscal year 1994 for commercial services to support the PCS.

i. *Superfund Cost Recovery Information Processing System (SCRIPS)* This financial system will cost the agency \$3 million in hardware costs and \$3.4 million in commercial services costs in fiscal year 1994. It involves the

collection and storage of documents related to Superfund costs.

j. *Toxic Release Inventory System (TRIS)* Most of the \$10 million dollars for this system in fiscal year 1994 will be spent on commercial services. In-house personnel and interagency data support will also be supported in this activity.

k. *Facilities Index System (FINDS)* This application system provides ongoing support to EPA's enforcement program. Enforcement data bases are indexed and made available to regulatory staff. \$1.3 million dollars will be spent on commercial services.

l. *Comprehensive Environmental Response, Compensation, and Liability Information System (CERCLIS)* This major regulatory support system involves a continuous development activity that will continue to be supported by commercial systems development, operations, and maintenance. \$2.5 million was budgeted for commercial services during fiscal year 1994 to support this program.

m. *Integrated Data for Enforcement Analysis System (IDEA)* This enforcement support program is being implemented in phases. Phase 1 was a data base development effort and has been completed and installed at EPA regional offices. Phase 2 involves \$1.1 million to be spent during fiscal year 1994 for analysis, operations, and maintenance.

n. *Technical Operations and Support Services (TOSS)* This delivery order contract provides a full range of on-site and off-site services to operate the agency's distributed processing environments. The contract will be phased out during fiscal year 1993.

The Environmental Protection Agency does not currently have any initiatives which meet the criteria for Major Information Technology Initiative as defined by the Office of Management and Budget for budget reporting.



INPUT's Procurement Analysis Reports (PAR) service currently tracks twelve active program

contracts. Exhibit 4 shows these programs and their status.

Exhibit 4

### EPA Contracts

Program	Type	Status	Comment
1. Appl. Sys. Dev. & Enhancements	Professional Services	Awarded 10/91	Supports TOSS and MOSES
2. TOSS	Professional Services	Open	General ADP support. CSC holds current contract
3. I-T Architectural Support	Professional Services	Open	Long-term support services
4. Library Services & Records Mgt.	Professional Services	Open	Follow-on the contract held by Labat-Anderson; Expect 8(a) award
5. Automated Network Services (PANS)	Network Services	Open	Will replace services provided by current GSA contracts
6. High Perf. Computers	Hardware & Services	Awarded	Second supercomputer to be installed
7. Data Mgt. for Pesticide Programs	Professional Services	Open	Two primary information systems to be developed under this 8(a) contract
8. MOSES	Professional Services	Awarded	General ADP support
9. GIS	Hardware & GIS Software	Awarded	Data General holds this contract
10. Environmental Monitoring & Assess.	Professional Services & SI	Open	Range of equipment, software, analysis & support at 8 sites
11. Workstation	Hardware, software, networks	Awarded	Network Mgt. and Concept Autom. hold contracts
12. Facilities Mgt.	Professional Services	Protest Dismissed	For RTP, D.C., and Cincinnati sites; Network Mgt. and Martin-Marietta were awarded segments

Source: INPUT

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# Research

# Bulletin

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## Agency Profile—Department of Housing and Urban Development

### Mission

The Department of Housing and Urban Development is responsible for programs related to the nation's housing needs, fair housing opportunities, and community development. It administers programs to help families become homeowners, facilitates construction and rehabilitation of rental units, provides rental assistance, ensures a supply of mortgage credit, combats housing discrimination, aids community development programs, and helps protect the home buyer in the marketplace.

### Organization

The Department is administered by a Cabinet-level Secretary whose headquarters office is located in Washington, D.C. Each of the major program offices is headquartered in the D.C. office. Two external organizations supporting the Secretary are the Interagency Council on the Homeless and the Federal Housing Finance Board. Ten regional offices distributed throughout the country support the operations of the six major program offices. These regional offices account for almost 75% of HUD's total civilian workforce of 13 thousand. Exhibit 1 shows the organizational structure of the agency.

### Departmental Programs

- a. *Federal Housing Administration* - These programs underwrite loans to help families become homeowners and to facilitate the construction and renovation of rental units. Section 8 and other programs assist low-income families who otherwise could not afford decent housing.
- b. *Fair Housing and Equal Opportunity* - Housing discrimination prevention is supported by an affirmative program to further fair housing opportunities.
- c. *Community and Neighborhood Development and Preservation* - Block grants provide funding to support local programs such as model cities, urban renewal, and water and sewage management. Grants are awarded to states, cities, and eligible local government units on a formula basis.
- d. *Lead-based Paint Abatement and Poisoning Prevention* - This program is administered by an office under the Assistant Secretary for Policy Development and Research. It develops regulations, guidelines, standards, and policies in conjunction with other department programs.

## Exhibit 1

## HUD Organizational Chart

## Program Offices

- Federal Housing
- Fair Housing & Equal Opportunity
- Community Planning & Development
- Lead-based Paint & Poisoning Prevention
- Policy Development & Research
- Public and Indian Housing
- GNMA
- Regional Offices

## Staff Offices

- Administration Staff Offices
- Indian and Alaskan Native Programs
- Interagency Council on the Homeless
- Federal Housing Finance Board

## Regional Offices

- |   |  |
|---|--|
| <ul style="list-style-type: none"> <li>- I. Boston, Massachusetts</li> <li>- II. New York, New York</li> <li>- III. Philadelphia, Pennsylvania</li> <li>- IV. Atlanta, Georgia</li> <li>- V. Chicago, Illinois</li> </ul> | <ul style="list-style-type: none"> <li>- VI. Fort Worth, Texas</li> <li>- VII. Kansas City, Kansas</li> <li>- VIII. Denver, Colorado</li> <li>- IX. San Francisco, California</li> </ul> |
|---|--|

Source: INPUT

e. *Public and Indian Housing* - These programs cover public housing management and development activities and provisions for Indian housing assistance. It also includes a new urban anti-crime initiative.

f. *Government National Mortgage Association (Ginnie Mae)* - GNMA is a government corporation that provides mortgage-backed securities to ensure an adequate supply of mortgage credit.

## Program Budget

Overall program spending is expected to increase during FY 1994. Almost all programs show a decline in FY 1995 from FY 1994 levels, but higher levels than in FY 1993, as reported in this year's *Budget of the United States Government*. Exhibit 2 shows the trend in budgeted program obligations.

## Information Technology Budget

Although the growth rate of anticipated spending by the Department of Housing and Urban Development diminished in FY 1994 from FY 1993, INPUT forecasts an increase in budget dollars from FY 1994 through FY 1998. Exhibit 3 shows this anticipated growth in obligations for information technology systems. Dollars budgeted within each category are composites of the total program needs for the department.

The major growth in information technology (IT) spending is in systems analysis, programming, design, and engineering services. With a steady decline in personnel costs over the five-year period, professional services contracts will be the major means by which the department will attain its software development goals.



Exhibit 2

## HUD Program Budgets

Program	FY1992 Actual	FY1993 Estimated	FY1994 Estimated
Low-income housing	6,578	8,679	8,423
Fair Housing & Equal Opportunity	13	15	21
Community Planning & Development	3,419	6,601	4,234
Lead-based Paint Abatement (1)	-	-	-
Policy Development & Research	25	23	35
Public & Indian housing	165	175	265
GNMA (2)	1,079	1,018	952

Figures in \$ Millions

Notes: (1) Operating budget of \$500,000 included in Policy Development & Research  
(2) Figures are for obligations. Program has no budget authority.

Source: Budget of the United States Government: Fiscal Year 1994, April 8, 1993

Voice communications is the other major growth area in department IT spending. In part, this can be attributed to more accurate reporting of telecommunications needs in the information technology budget instead of in operating budgets.

### Major Information Technology Acquisition Plans

The following major (life-cycle costs exceed \$25 million) program activities have been identified by INPUT through agency planning documents and information technology budget submissions:

**a. HIIPS Operations** - This program is supported by a consolidated automated services

contract that provides all computer hardware and teleprocessing support for HUD. The Department expects to spend \$2.1 million for systems conversions during FY 1993. It plans to spend \$310 million for operations from FY 1993 through FY 1998. The HIIPS contract is held by Martin-Marietta.

**b. Core Accounting** - In-house development of a system to provide a central standardized accounting environment will be completed during FY 1993 at an anticipated cost of \$3.9 million. The system (FIR\$T) will capture, report, control, and summarize financial results of the department's accounting processes.

**c. Mortgage Insurance** - HUD will spend \$2.9 million in FY 1993 to upgrade automated systems for processing mortgage insurance transactions and managing mortgage insurance accounts.

Exhibit 3

### HUD Information Technology Budget

	FY1993	FY1994	FY1995	FY1996	FY1997	FY1998
Capital Investments						
Purchase of Hardware	5,023	4,986	5,146	5,321	5,512	5,710
Purchase of Software	1,156	1,418	1,526	1,610	1,677	1,729
Site or Facility	0	0	0	0	0	0
Personnel	23,241	22,527	22,186	21,743	21,221	20,584
Equipment, Rental, Space, and Other Operating Costs						
Lease of Equipment	7,265	10,151	10,253	10,458	10,719	11,041
Lease of Software	7,226	8,861	8,507	8,098	7,588	7,011
Space	2,419	2,966	3,005	3,050	3,095	3,142
Supplies & Other	8,464	10,380	11,366	12,309	12,814	12,917
Commercial Services						
ADPE Time	5,073	6,221	6,153	6,036	5,872	5,666
Voice Communications	8,297	8,271	10,058	12,119	14,216	16,690
Data Communications	3,023	3,707	3,803	3,910	4,144	4,443
Operations & Maintenance	15,344	20,033	20,053	20,294	20,801	21,529
Systems Anal/Prog/ DSGN/Eng	25,704	45,011	50,097	54,055	58,704	63,400
Studies & Other	0	0	0	0	0	0
Significant Use Info. Tech.	0	0	0	0	0	0
Total Obligations	112,235	144,552	152,151	159,001	166,363	173,862

All figures in \$000.

Source: HUD and INPUT

d. *Grants and Subsidies* - HUD will spend \$2.8 million in FY 1993 to upgrade automated systems for managing and executing departmental grant and loan programs. It includes CFS/TRACS.

INPUT's Procurement Analysis reports (PAR) program currently tracks four active program contracts. Exhibit 4 shows these programs and their status:

#### Current Issues at HUD

The department's information technology focus includes the following activities:

- HUD has purchased Computer-Aided Software Engineering (CASE) tools and

expects that CASE methodology will be prominent in applications development for the department. Most development will be conducted through professional services contracts, but HUD expects that the contractor will use CASE tools.

- *HUD* has developed a departmentwide infrastructure for electronic data interchange (EDI). It has begun a pilot project to automate Federal Housing Administration mortgage insurance claims processing using EDI. HUD has been accepting actual EDI claims since May 1993. Two banks are currently involved in the project. The program is expected to reduce HUD's current



Exhibit 4

**HUD Contracts**

Program	Type	Status/Size	Comment
1. Computerized Homes Underwriting Mgt. System (CHUMS)	Professional Services	Awarded 12/90 \$5 M/year	Sys. dev't & sw maintenance. FHA Single Family Insurance forms. Contracts held by Advanced Technology Systems (\$8.1 M) & Computer Based Systems, Inc. (\$9.9 M)
2. HUD Integrated Info. Processing Services (HIIPS)	SI Professional Services	Awarded 11/90 \$530 M life	Provision, installation, and operation of all of HUD's ADP equipment and services. Contract held by Martin Marietta.
3. ADP Dev't & Maintenance Support Services	Professional Services	Open \$11.3 M life	Current contracts are held by Computer Data Systems, Inc. (CDSI), ATS, & Orkand. They are presently performing applications software development.
4. Multifamily Notes System (MNS)	Professional Services	Open \$3.8 M	Cost Reimbursement/Fixed Unit. This program will provide for a new Multifamily Notes System and replace the current system utilized by HUD. Data Prompt, Inc. will, provide services until the new system is developed.

Source: INPUT

\$15 million annual claims processing costs to \$3-5 million when fully implemented.

- HUD is building a standard HUD financial platform in response to the General Accounting Office criticism over the past few years. Agency officials have not decided whether they will integrate the financial system with about 30 existing HUD accounting systems or convert to one consolidated system. It is believed unlikely that HUD would replace all its existing accounting systems.
- HUD plans to build a Client Information and Policy System, an electronic bulletin board service for posting policy documents. HUD's in-house data base, the Directives Access

System, can now be accessed by HUD employees using full-text searches. The BBS will support full-text access of records and would be available free to the public.

- As the federal market for Geographic Information Systems (GIS) grows, different agencies are taking advantage of its versatility in supporting their programs. HUD is using GIS to map enterprise zones in Los Angeles following the riots earlier this year. HUD hopes to use the Los Angeles example as a model for enterprise zone projects in many U.S. cities. This application includes automated mapping facilities management that covers automated maps of roads, streets and infrastructure; and land information systems (LIS) that deal with real estate and land ownership.

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- Customer satisfaction levels
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- Acquisition targets

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# INPUT<sup>®</sup>

# Research

# Bulletin

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## Agency Profile—Department of Education

### Mission

The Department of Education establishes policy for, administers, and coordinates federal assistance to education. It advises the President on the condition of education in the nation. It collects and publishes statistics on the nation's education system and sponsors research in education.

### Organization

The Department is administered by a Cabinet-level Secretary with headquarters in Washington, D.C. Each of the major program offices is also headquartered in D.C. Approximately 70 percent of Education's 5,000 employees are located in this location. Exhibit 1 illustrates the organizational structure of the agency. In addition to major education program offices, several federally aided corporations are funded in part through the Department's budget. These corporations are listed in Exhibit 2.

### Departmental Programs

*a. Bilingual Education* - These programs are designed to fund activities that assist students with limited English proficiency. Fourteen competed programs and one formula grant program are administered under the Immigrant Education Program.

*b. Elementary and Secondary Education* - Administers grants and awards contracts to (1) state educational agencies and local school districts, postsecondary schools and nonprofit organizations for compensatory, migrant, and Indian education; (2) drug-free schools; (3) school improvement programs; and (4) impact aid.

*c. Educational Research and Improvement* - Collects and interprets data on the condition and progress of education and student achievement. Promotes the use of technology in education, and disseminates the most effective results.

*d. Vocational and Adult Education* - Administers grants, contracts, and technical assistance programs for vocational-technical education and for adult education and literacy.

*e. Special Education and Rehabilitative Services* - Programs are designed to meet the specific needs of and to develop the full potential of children with disabilities. Programs include support for training of teachers and other professional personnel, grants for research, and financial aid to state programs.

*f. Postsecondary Education* - Programs include assistance for the improvement and expansion of American educational resources for

Exhibit 1

## Department of Education Organizational Chart

### Program Offices

- Elementary and Secondary Education
- Postsecondary Education
- Educational Research and Improvement
- Special Education and Rehabilitative Services
- Vocational and Adult Education
- Civil Rights
- Bilingual Education and Minority Languages Affairs
- Regional Offices

### Staff Offices

- Administration Staff Offices
- Private Education Staff

### Regional Offices

- |                                   |                                 |
|-----------------------------------|---------------------------------|
| - I. Boston, Massachusetts        | - VI. Dallas, Texas             |
| - II. New York, New York          | - VII. Kansas City, Missouri    |
| - III. Philadelphia, Pennsylvania | - VIII. Denver, Colorado        |
| - IV. Atlanta, Georgia            | - IX. San Francisco, California |
| - V. Chicago, Illinois            | - X. Seattle, Washington        |

Source: INPUT

international studies and services, grants to improve instruction in critical subjects, and construction assistance for academic facilities. Includes administration for Pell Grants, Supplemental Educational Opportunity Grants, grants to states for state student incentives, direct loans to students in institutions of higher education, work-study, cooperative education, insured loans to students in health professions schools, and the Guaranteed Student Loan Program.

g. *Civil Rights* - Enforces statutes that prohibit discrimination from education based on race, color, creed, gender, age, or handicapped status.

### Federally Aided Corporations

a. *American Printing House for the Blind* - Distributes Braille books, talking books, and educational aids to institutions educating the blind.

Exhibit 2

### Federally Aided Corporations

- American Printing House for the Blind
- Gallaudet University
- Howard University
- National Technical Institute for the Deaf

b. *Gallaudet University* - Provides a liberal higher level education for deaf persons who need special facilities to compensate for their loss of hearing.

c. *Howard University* - Provides instruction through 17 colleges and schools regardless of



Exhibit 3

### Department of Education Program Budgets

Program	FY1992 Actual	FY1993 Estimated	FY1994 Estimated
Elementary & Secondary Education	6,706	7,444	7,110
Bilingual Education	225	226	232
Special Education & Rehabilitation	2,855	2,966	3,125
Vocational & Adult Education	1,443	1,481	1,455
Post Secondary Education	6,928	9,573	7,518
Educational Research & Improvement	266	280	353

Figures in \$ Millions

Source: Budget of the United States Government: Fiscal Year 1994, April 8, 1993

gender, race, or creed, but discharges special responsibility for the admission and training of black students.

d. *National Technical Institute for the Deaf* - Educational facility as part of the Rochester Institute of Technology that admits deaf students into non-deaf programs. Conducts research to better understand the role of deafness in education and employment.

#### Program Budget

Overall program operational (non-IT) spending shows a decline in FY 1994, as reported in this year's *Budget of the United States Government*. Exhibit 3 shows the trend in budgeted program obligations. Overall information technology spending is expected to increase steadily through FY 1998 (Exhibit 4).

#### Information Technology Budget

The Department awards approximately \$200 million per year in contracts. Half of these awards are for product and service contracts. The other half are for grants and financial assistance. More than half the contracts for goods and services are awarded through the Small Business Administration's preferential programs.

The Department is ready to award a \$30 million contract for computer and network maintenance and other support services over the next five years. Education is integrating systems supporting its 5,000 users at headquarters and regional offices into the agency's Ednet broadband network.

Exhibit 4

**Education Information Technology Budget**

	FY1993	FY1994	FY1995	FY1996	FY1997	FY1998
<b>Capital Investments</b>						
Purchase of Hardware	3,687	9,745	10,057	10,399	10,773	11,161
Purchase of Software	0	0	0	0	0	0
Site or Facility	0	0	0	0	0	0
<b>Personnel</b>	<b>14,944</b>	<b>15,606</b>	<b>15,356</b>	<b>15,049</b>	<b>14,688</b>	<b>14,247</b>
<b>Equipment, Rental, Space, and Other Operating Costs</b>						
Lease of Equipment	0	0	0	0	0	0
Lease of Software	101	106	102	97	91	84
Space	1,291	1,344	1,361	1,382	1,403	1,424
Supplies & Other	424	2,343	2,566	2,779	2,892	2,916
<b>Commercial Services</b>						
ADPE Time	3,492	5,900	5,835	5,724	5,569	5,374
Leased Telecommunications	988	1,315	1,599	1,927	2,260	2,653
Operations & Maintenance	67,907	163,773	163,937	165,904	170,052	176,003
Systems Anal/Prog/DSGN/Eng	19,395	29,992	33,381	36,018	39,116	42,245
Studies & Other	2,175	3,430	3,087	3,053	3,016	2,971
Significant Use Info Tech	2,899	3,080	3,410	3,826	4,301	4,843
<b>Total Obligations</b>	<b>117,303</b>	<b>236,634</b>	<b>240,691</b>	<b>246,158</b>	<b>254,160</b>	<b>263,921</b>

All figures in \$000.

(1) Includes voice and data circuits.

Source: Education, INPUT

Although other Department IT budgets break out spending for leased telecommunications circuits, Education has not yet done so. The dollars shown in Exhibit 4 represent anticipated spending for both voice and data circuits.

### Major Information Technology Acquisition Plans

The following major (life-cycle costs exceed \$25 million) program activities have been identified by INPUT through agency planning documents and information technology budget submissions.

a. *Title IV Central Application Processor* - This program provides for the processing of applications for Federal Student Aid Awards.

b. *Federal Student Aid Multiple Data Entry Contracts* - Provide data collection on financial aid applications.

c. *Pell Grant Recipient & Financial Management System* - Provides systems and programming support for a system that makes Pell grant payments to schools.

d. *Federal Family Education Loans/Perkins Data Services* - Data entry and computer



systems support. Collection support for the Perkins Loans Program.

e. *Campus-Based Maintenance* - Computing and related services for campus-based programs of student aid.

f. *General Electronic Support* - Electronic exchange of Student Financial Aid data between participants and processing contracts, as well as the National Student Loan Data System.

g. *National Student Loan Data system* - Nationwide student loan data base on loans made, insured or guaranteed under the Higher Education Act.

h. *Federal Student Aid Information Center* - Provides responses to telephone and written inquiries about Federal Student Aid Programs.

i. *Title IV Platform* - Central computer facility to carry out all student aid processing activities.

j. *Departmental Computer Services* - Rental of host computer, data preparation, microforms processing, and operational support.

INPUT's Procurement Analysis Reports (PAR) program currently tracks 16 active program contracts. Exhibit 5 identifies these programs and their status.

## Current Issues at Department of Education

The Department's information technology focus includes the following activities:

1. CASE tools. The Department believes that its vendors can more ably offer solutions that incorporate application development enhancements such as would be available through CASE technologies. Typically, this technology would not be specified as a

requirement in any solicitation for proposals, but functional requirements for operational improvements would be.

2. Education continues to be an outsourcing organization. As a Department, it relies almost totally on vendor provided data processing support. This situation is not expected to change even with increased levels of IT spending expected in out years.

3. The National Performance Review (final report released September 7, 1993) identified several areas in which the Department of Education could improve its performance while reducing operational costs. Almost \$4 billion is projected to be saved by these performance improvements. Under other recommendations of the NPR, the Department would be permitted to keep a (small) percentage of these savings for additional operational spending. The following action items were summarized from the 12 identified in the NPR final report.

a. Redirect elementary and secondary level educational funding to only the neediest children.

b. Reduce the number of existing programs for educational grants, and streamline the grants process. Establish a single point of contact for grant information.

c. Provide incentives for debt collection.

d. Build a mission-driven structure for educational research.

## Exhibit 5

**Education Contracts**

Program	Type	Status/Size	Comment
1. Campus-Based Processing	Professional Services	Awarded 9/90 N/A	Includes system development, maintenance, and modernization of production services. Current contract to Universal Automation Leasing Corp. Hardware services are provided by Boeing Computer Services.
2. Campus-Based Processing Recompetition	Professional Services	RFP 4 qtr 94	Systems development, modernization, maintenance, production services, and peripheral devices.
3. Guaranteed Student Loan/ Perkins Loan Support Services	Outsourcing Services (COCO)	Awarded 4/92 \$40M	Automated and manual support services for all loan processing and debt collection activities. Awarded to E-Systems Inc.
4. Accounting System (MIDAS)	Professional Services	Awarded 9/92 \$1.4M	Controls funds and maintains accounting records of appropriations, allotments, obligations, payments, expenditures, receivables, and collections. Contract with Computer Management Information Systems is limited to maintenance.
5. Title IV Programs	Professional Services	Partial Award N/A	Various contracts awarded to modify and maintain student financial aid delivery systems.
6. Title IV Multiple Data Entry System	Professional Services	Awarded 9/92 \$1.5M	Development, implementation, and operation. Seven university grants and contract to National Computer Systems.
7. Title IV General Electronic Support System	Professional Services	Awarded 5/93	Telecommunications and support for use between Title IV contractors, agencies, and postsecondary financial aid community. National Computer Systems holds the current GES contract.
8. Title IV Central Processing System	Outsourcing (COCO)	Awarded 7/92 \$14M	Development, implementation, operation Interfaces with General Electronic Support System contractor. Contract held by National Computer Systems.

Source: INPUT



Exhibit 5 (Con't.)

## Education Contracts

Program	Type	Status/Size	Comment
9. National Student Loan Data System	Professional Services	Awarded 1/93 \$13.9M	Database development and maintenance. Contract held by E-Systems.
10. Federal Direct Student Loan Program System	Telecom Support	Bids due 8/93 N/A	System development for loan applications.
11. Pell Grant System	Professional Services	Awarded 9/92 \$20M	Project management, software mod, implementation, operations, development. Contract held by PRC.
12. Guaranteed Student Loan/ Perkins Data Services	Outsourcing (COCO)	Awarded 4/92 \$89.5M	Data entry, maintenance and database operation. Computer system support. The current contract is held by E-Systems.
13. Improving Nationwide Education (SMARTLINE)	Professional Services	RFP FY94 \$6M	On-line computer-based system. In collaboration with various organizations. IMS is contractor for requirements analysis study.
14. Facilities Management Re compete	Outsourcing (COCO)	RFP 1 qtr 94; Award 2 qtr 94 \$23M	Data processing, telecommunications, database management, and conversion services. Boeing Computer Services is contractor.
15. OA Support Services	Professional Services	RFP 5/93; Bids due 7/93 \$70M	Office automation support services for micros, minis, and LANs. Equipment and maintenance under separate contracts. The hardware portion is currently being provided by Pulsar Data Systems. The hardware maintenance provided by Syscon.
16. OA Equipment	Indef. Delivery	Award 1 qtr 94 N/A	Office automation and hardware including microcomputers and LAN equipment. Current needs fulfilled through contracts with Syscon and Pulsar Data Systems.
N/A - Contract size figures not available.			

Source: INPUT

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## Agency Profile—Department of Labor

### Mission

The Department of Labor is responsible for fostering, promoting and developing the welfare of wage earners in the United States. Activities it engages in include improving conditions in the workplace, advancing worker opportunities for gainful employment and providing and enforcing regulations to protect worker rights. Further, it collects and publishes statistics on employment, pricing and other national economic measurements.

### Organization

The Department is administered by a cabinet-level secretary whose headquarters office is located in Washington, D.C. Each of the major program offices is also headquartered in D.C. Only 37% of Labor's 18,500 employees are located in the headquarters location. Exhibit 1 shows the organizational structure of the agency. In addition to major labor program offices, several federally aided corporations are funded in part through the Department's budget.

### Departmental Programs

a. *Occupational Safety and Health* - Conducts investigations and inspections to determine the status of compliance with safety and health standards.

b. *Employment and Training* - Various specific programs relate to employment services, job training and unemployment insurance.

c. *Labor Management Standards* - Administers provisions of the Labor-Management Reporting and Disclosure Act. Activities affect labor organizations in the private sector, postal service employees and federal civil service employees. Through technical assistance, seeks voluntary compliance with laws and regulations dealing with standards of conduct.

d. *Labor-Management Relations* - Offers information and technical assistance services to employers, unions and academics to improve industrial relations.

e. *Mine Safety and Health* - Develops mandatory safety and health standards and investigates accidents to assure effective mine safety.

f. *Pension and Welfare Benefits* - Regulates administrators of private pension and welfare plans. Conducts research, develops policy and provides technical guidance concerning Employment Retirement Income Security Act (ERISA).

## Exhibit 1

## Department of Labor Organizational Chart

Program Offices

- Occupational Safety and Health Administration
- Employment and Training Administration
- Office of Labor Management Standards
- Mine Safety and Health Administration
- Pension and Welfare Benefits Administration
- Veterans' Employment and Training Service
- Employment Standards Administration
- Bureau of Labor Statistics
- Women's Bureau
- Bureau of Labor-Management Relations and Cooperative Programs
- Bureau of International Labor Affairs
- Regional Offices

Staff Offices

- Administration Staff Offices
- Appellate Boards

Regional Offices

- |   |  |
|---|--|
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|---|--|

Source: INPUT

g. *Veterans Employment and Training* - Administers veterans' employment and training programs through a nationwide network of regional administrators.

h. *Employment Standards* - Programs deal with minimum wage and overtime standards, registration of farm labor contractors and determining prevailing wage rates for federal contracts.

i. *Labor Statistics* - Programs collect, process, analyze, and disseminate data relating to

employment, unemployment and other characteristics of the labor force.

### Program Budget

Overall program operational (non-IT) spending shows a modest increase through FY 1994, as reported in this year's *Budget of the United States Government*. Exhibit 2 shows the trend in budgeted program obligations. Overall information technology spending is expected to increase steadily through FY 1998 (Exhibit 3).



Exhibit 2

### Department of Labor Program Budgets

Program	FY1992 Actual	FY1993 Estimated	FY1994 Estimated
DOL Management	141	142	142
Employment and Training Admin. JTPA	4,511	5,390	6,867
Community Services	395	422	421
Unempl. Benefits	226	190	149
Labor Management Standards	31	27	27
PWBA	62	64	64
PBGC (1)	-	-	-
Employment Standards Admin.	1,355	1,862	1,944
Occup. Safety & Health Admin.	297	288	294
Mine Safety & Health Admin.	182	191	192
Bureau of Labor Statistics	251	275	280

Figures in \$ Millions

Note: (1) Operates through non-appropriated funds.

Source: Budget of the United States Government: Fiscal Year 1994, April 8, 1993.

### Information Technology Budget

The Department continues to invest in hardware. Most other dollars are spent on commercial services to support applications development and outsourced management and operations. New applications are developed on networked microcomputer-based processors. A major effort is underway to automate standard forms to facilitate internal transaction processing and to improve standard forms and data interactions with the Internal Revenue Service. In examining its records management

requirements, the Department is examining the potential for CD ROM as an appropriate tool for archiving and storing data for Labor's broad customer base.

### Major Information Technology Acquisition Plans

The following major (life cycle costs exceed \$5 million) program activities have been identified by INPUT through agency planning documents and information technology budget submissions.

Exhibit 3

## Labor Information Technology Budget

	FY1993	FY1994	FY1995	FY1996	FY1997	FY1998
Capital Investments						
Purchase of Hardware	7.8	8.1	8.3	8.6	8.9	9.3
Purchase of Software	1.0	1.1	1.2	1.2	1.3	1.3
Site or Facility	.2	.2	.2	.2	.2	.3
Personnel	42.2	44.5	43.7	42.9	41.9	40.6
Equipment Rental, Space, and Other Operating Costs						
Lease of Equipment	.3	.4	.4	.4	.4	.4
Lease of Software	.5	.5	.5	.4	.4	.4
Space	7.0	7.2	7.3	7.4	7.5	7.6
Supplies & Other	4.0	4.2	4.6	4.9	5.1	5.2
Commercial Services						
ADPE Time	8.4	8.9	8.8	8.6	8.4	8.1
Leased Voice Telecomm.	2.3	2.4	2.9	3.5	4.1	4.8
Leased Data Telecomm.	2.5	2.6	2.7	2.7	2.9	3.1
Operations & Maintenance	36.0	37.1	37.2	37.6	38.5	39.9
Systems Anal./Prog./Dsgn./Eng.	26.5	27.4	30.5	32.9	35.7	38.5
Studies & Other	2.5	2.5	2.3	2.2	2.2	2.2
Significant Use of Info. Tech.	0	0	0	0	0	0
Total Obligations	141.0	147.1	148.0	151.2	155.0	158.8

All figures in \$Millions

Source: Labor, INPUT

a. *Black Lung Automated Support System (BLAS)* - Provides data processing and related support services to the Coal Mine Workers' Union.

b. *Federal Employees' Compensation System (FECS)* - Provides hardware and support services for ongoing operations as well as design, programming and hardware for the planned replacement systems in the Employment Standards Administration.

c. *Employment Retirement Income Security Act (ERISA) Form 5500 Processing System* - Provides data processing support to the Pension and Welfare Benefits Administration.

d. *Remote Batch and Teleprocessing Services Contract* - Provides time sharing services for

the data processing required for the Consumer Price Index (CPI), Employment Cost Index (ECI), Consumer Expenditure Survey (CES) and other programs.

e. *BLS Communications Network* - Provides computer and telecommunications equipment and services enabling the Bureau of Labor Statistics headquarters to maintain data transmissions with the eight BLS regional offices.

f. *ADP Services* - Provides ADP support services to the administrative staff offices of the Department.

g. *Host Computer Services* - Provides host computer services and batch processing to the Department.



Exhibit 4

### Department of Labor Contracts

Program	Type	Status/Size	Comment
1. Facilities Management Services	Outsourcing Services	Source \$12M Select. 5 yrs.	Includes management and personnel to perform computer center operations, production control operations, help desk support, and systems software support and LAN maintenance for the Pension Benefit Guaranty Corporation (PBGC).
2. Black Lung Automated Support System	Professional Services	Awarded \$50M 4 yrs.	Facilities management & operations of the BLS. Held by Computer Sciences Corp.
3. Host Computer Services	Timesharing Services	Awarded \$10M 5 yrs.	Provides host computer and interactive and batch processing services are being provided by SunGard Computer Services
4. Technical Support Services	Professional Services	Awarded \$26M	Provides programming, support analysis, 3yr and data management support to the Employment Standards Administration. Computer Data Systems, Inc.
5. Unemployment Compensation Program	Professional Services	Awarded \$29M 1 yr.	Provides ADP support services. SBA 8(a) contract awarded to Ellsworth Assoc.
6. Integrated Management Information System (IMIS)	Micros & assoc. hardware	Awarded \$13M 7 yrs.	Provides OSHA with microcomputers for the field offices to support the UNIX based IMIS. The current contractor is Cedar Cliff Systems Corp.
7. ADP Support Services to the Employment Standards Admin.	Professional Services	Awarded \$6M 5 yrs.	Provides network management and data processing to the Employment Standards Admin. Orkand is the contractor.

Source: INPUT

**h. Integrated Management Information System** - Provides continuing development of an integrated management information system to consolidate information technology processing on a single data base system and migration processing to the Host Computer Services contract.

**i. Facilities Management Services** - Provides the PBGC with both contractor and government personnel to support the mainframe and minicomputer data processing resources.

**j. Image Processing** - Provides the PBGC with electronic duplication and storage of vital and historic documents.

**k. Premium Accounting System (PAS)** - Automates the PBGC's premium collection function.

INPUT's Procurement Analysis Reports (PAR) program currently tracks seven active program contracts. Exhibit 4 identifies these programs and their statuses.

## Current Issues at Department of Labor

The Department was protested earlier this year by one of its incumbent vendors (since 1985) for its award of the recompeted contract. The unsuccessful vendor had provided systems and network management services as well as data processing for the Labor's Employment Standards Administration. This protest is one of many throughout the government in which an incumbent lost its recompet. Vendors can not anticipate continued business with federal agencies based solely on past relationships. Lower costs, as well as past performance, drive contemporary procurements. This new contract is for five years (\$6 million), including four option years, and will deliver systems and LAN management as well as data processing services at 19 Department sites across the country.

The Department continues to take advantage of small business contracting. It recently awarded a relatively large one-year, \$29 million ADP support contract (with three one-year options) to an 8(a) firm to develop computer applications for the Unemployment Compensation Program.

Congress has identified problems in the Pension Benefit Guaranty Corporation's program to support the Employee Retirement Income Security Act (ERISA). A growing deficit of \$17.9 billion by the year 2001 had been calculated by the General Accounting Office. Resource limitations have been identified as preventing the necessary oversight and enforcement of the program. Program design has also been identified as a contributing factor in the Department's inability to control costs. While new legislation is being considered as a remedy, improved management systems have also been emphasized.

The Mine Safety and Health Administration (MSHA) has an ongoing need for alternative, tamper-resistant monitoring devices to improve the collection and measurement of respirable coal dust samples. The need for these devices was recognized in 1975 when it was discovered that coal mine operators were tampering with coal dust samples collected in their mines. Efforts to provide these devices have been hampered due to the unavailability of the necessary technology.

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# INPUT<sup>®</sup>

# Research

# Bulletin

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## Agency Profile

## Federal Aviation Administration

### Mission

The Federal Aviation Administration is responsible for promoting and developing civil aeronautics and research and development with respect to air navigation. It regulates domestic air commerce and operates a common system of air traffic control and navigation for civilian and military aircraft. It regulates civilian and military use of United States navigable airspace to promote safety and efficiency. Further, it develops and implements regulations and programs to minimize the environmental effects of civil aviation.

### Organization

The Federal Aviation Administration falls within the Department of Transportation. The Administration is directed by the Administrator-Designate whose headquarters office is located in Washington, D.C. Each of the major program offices is also headquartered there. Only 7% of the FAA's 54,000 employees are located at the headquarters. Exhibit 1 shows the organizational structure of the Administration.

### Program Activities

- a. *Safety Regulation.* The Administration issues and enforces regulations relating to the manufacture, operation, and maintenance of aircraft, as well as the certification of aircraft operators. It also certifies airports and performs flight inspections of air navigation facilities.
- b. *Air Traffic Management.* The Administration operates a network of airport traffic towers, air route traffic control centers, and flight services stations. It develops air traffic rules and allocates use of airspace.
- c. *Air Navigation Facilities.* The FAA operates and maintains voice and data communication equipment, radar facilities, computer systems, and visual display equipment at air traffic management locations to aid in air navigation.
- d. *Research, Engineering, and Development.* The FAA aids in development of improved systems, procedures, facilities, devices, and aircraft to improve safety and efficiency in air navigation.

Exhibit 1

## Federal Aviation Administration Organizational Chart

### Program Offices

#### Program Offices

- Airports Administration
- Civil Aviation Security
- Policy, Planning, and International Aviation
- Systems Operations
- Systems Development
- Acquisition and Safety Oversight
- Regional Offices

### Staff Offices

- Administration Staff Offices
- Budget and Accounting
- Human Resource Management
- Office of Civil Rights
- Office of Information Technology

### Regional Offices

- |  |  |
|--|--|
| <ul style="list-style-type: none"> <li>- I. Mike Monroney Aeronautical Center, Oklahoma</li> <li>- II. Anchorage Alaska</li> <li>- III. Kansas City, Missouri</li> <li>- IV. Jamaica, New York</li> <li>- V. Brussels, Belgium</li> <li>- VI. Des Plaines, Illinois</li> </ul> | <ul style="list-style-type: none"> <li>- VII. Burlington, Massachusetts</li> <li>- VIII. Renton, Washington</li> <li>- IX. East Point, Georgia</li> <li>- X. Fort Worth, Texas</li> <li>- XI. Atlantic City International Airport, New Jersey</li> <li>- XII. Hawthorne, California</li> </ul> |
|--|--|

Source: INPUT

e. *Test and Evaluation.* The FAA performs tests and evaluates the development and implementation of air navigation equipment, procedures, devices, materials, and other related products to determine efficiency, safety, and effectiveness.

f. *Airport Administration.* The Administration provides a grant for public airport development and improvement. It evaluates the environmental impact of airport noise, and develops standards and technical guidance on airport planning, design, safety, and operations.

g. *Registration and Recordation.* The FAA provides a system for aircraft and aircraft component registration and titling.

h. *Civil Aviation Abroad.* The FAA supports the development of international aviation through the exchange of information, the certification of

foreign facilities, airmen, and mechanics, and the provision of technical assistance and training in all areas of the agency's expertise.

## Program Budget

Overall program operational (non-IT) spending shows a modest increase through FY 1994, as reported in this year's *Budget of the United States Government*. Exhibit 2 shows the trend in budgeted program obligations. Overall information technology spending is expected to increase steadily through FY 1998 as shown in Exhibit 3.

## Major Information Technology Acquisition Plans

The following major (life cycle costs exceed \$25 million) program activities have been identified by INPUT through agency planning



Exhibit 2

### Federal Aviation Administration Program Budgets

Program	FY1992 Actual	FY1993 Estimated	FY1994 Estimated
Operation of air traffic control system	2,003,362	2,083,815	2,107,427
NAS logistics support	204,462	170,854	175,024
Maintenance of traffic control system	785,471	847,460	866,436
Leased telecommunications services	317,572	323,396	315,634
Aviation regulation and certification	323,735	333,632	343,086
Aviation standards	115,023	121,586	116,373
Civil aviation security	64,681	69,507	69,193
NAS design and management	23,516	55,309	58,523
Administration of airports program	40,799	40,906	41,258
Direction, staff, and supporting services	152,138	157,010	157,986
Human resource management	283,349	282,712	272,830
Headquarters administration	46,853	52,729	52,230
Trust funds	4,527	4,630	4,653

Figures in \$ Millions

Source: Budget of the United States Government: Fiscal Year 1994, April 8, 1993.

documents and information technology budget submissions.

a. *Administrative Data Transmission Network (ADTN)* - Provides nationwide packet switching capability

b. *Administrative Telecommunications* - Provides local telephone switches, long-distance voice service, long-haul packet switching, electronic mail, and a facsimile

network to regional offices, the Technical Center, Mike Monroney Aeronautical Center, FAA Headquarters, and the Air Route Traffic Control Centers (ARTCCs)

c. *Advanced Automation System (AAS)* - Will provide a new automation system that includes improved controller workstations, computer software, and processors. The AAS will provide the capacity to handle projected air traffic loads in the 21st century

Exhibit 3

### FAA Information Technology Budget

	FY1993	FY1994	FY1995	FY1996	FY1997	FY1998
Capital Investments						
Purchase of Hardware	605.3	772.7	797.4	824.5	854.2	885.0
Purchase of Software	40.4	46.8	50.4	53.2	55.4	57.1
Site or Facility	119.8	105.1	106.4	107.9	111.8	115.3
Personnel	10.6	11.7	11.5	11.3	11.0	10.7
Equipment Rental, Space, and other Operating Costs						
Lease of Equipment	1.1	1.2	1.2	1.3	1.3	1.3
Lease of Software	0	0	0	0	0	0
Space	2.4	4.8	4.9	4.9	5.0	5.1
Supplies & Other	15.1	13.7	15.0	16.2	16.9	17.0
Commercial Services						
ADPE Time	4.3	4.3	4.3	4.2	4.1	4.0
Leased Voice Telecom	151.7	146.6	178.3	214.8	252.0	295.8
Leased Data Telecom	68.6	65.9	67.6	69.5	73.6	78.9
Operations & Maintenance	59.0	45.5	45.5	46.1	47.2	48.9
Systems Anal./Prog./Dsgn./Eng.	100.9	100.8	112.2	121.1	131.5	142.0
Studies & Other	10.6	10.2	9.2	9.1	9.0	8.9
Significant Use of Info. Tech.	4.4	4.0	4.5	5.0	5.7	6.4
Total Obligations	1,194.3	1,333.4	1,408.3	1,489.0	1,578.6	1,676.3

All figures in \$Millions

Source: FAA, INPUT

d. *Aeronautical Data Link (ADL)* - Will develop a digital telecommunications system to provide weather and Air Traffic Control (ATC) data link services

e. *Airport Surface Traffic Automation (ASTA)* - Will produce airport surface surveillance, communication, and automation techniques to provide an effective runway incursion alert and prevention capability, and to enhance airport capacity

f. *Aviation Safety Analysis System (ASAS)* - Facilitates effective management of FAA's safety data resources by providing FAA's safety workforce with essential automation tools, OATS microcomputers, and software

g. *Aviation Weather Products Generator* - Integrates all National Weather Service and FAA weather sensor data into real-time weather products for use by pilots and controllers

h. *Central Weather Processor Interfaces (CWP)* - Will develop, test, and evaluate required CWP interfaces to other elements of the National Airspace System (NAS). The NAS is the FAA's modernization effort, also known as the Capital Investment Plan (CIP).

i. *Communications Facilities Expansion* - Will establish additional remote communications capabilities from RCFs, RCO facilities, and TRT facilities to satisfy air traffic demands.



j. *Computer Resource Nucleus (CORN)* - Provides a contractor-owned, contractor-operated facility to manage general purpose computing. CORN also provides computer hardware, software, and support services.

k. *Enroute/TMS Automation* - Provides support for the development, integration, and implementation of NAS enroute software changes to correct operational problems and provides systems enhancements

l. *Advanced Information Management System (AIMS)* - Provides office automation support through the Office of Automation Technology and Services (OATS) contract. The OATS contract is a departmentwide contract

m. *Corporate System Architecture* - Defines an environment, in terms of data, technology platforms, telecommunications, applications, and automated information system security, that will support and promote the efficient application of information technology across the FAA

n. *Flight Service Automation System (FSAS)* - Improves pilot access to weather information and NOTAMs. FSAS provides a flight service automation system that can handle projected demand increases for flight services

o. *Integrated Terminal Weather System (ITWS)* - Will integrate and control observational data from airport ground-based weather sensors, automatic air reports from aircraft, and high-resolution NWS forecasts to generate terminal weather information for the aviation community

p. *Maintenance Control Center Enhancements* - Enhances and upgrades the MCCs in each Airway Facilities Sector

q. *National Airspace System Recovery Communications* - Provides backup communications capabilities during any national emergency

r. *Operational Enroute Communications* - ARTCCs use Ultra High Frequency (UHF) and Very High Frequency (VHF) air-to-ground radios at Remote Communications Air/Ground (RCAG) facilities that are remote from the ARTCCs. The radars used by center controllers are also remotely located. Communications with adjacent centers and other air traffic facilities are accomplished via interfacility phone service.

s. *Operational Flight Advisory and Weather Communications* - Provides Flight Service Stations (FSS) with communications systems necessary to carry out its tasks of providing preflight and inflight services aimed at general aviation or non-airline pilots

t. *Operational Terminal Communications* - Provides communications systems to the major types of facilities used in terminal Air Traffic Control

u. *Operational Utility Communications* - Provides telecommunications subsystems that support multiple services that make up some form of network covering a wide geographic area

v. *Radio Control Equipment (RCE)* - Will replace existing radio control equipment to improve operational performance and reduce maintenance cost

w. *Terminal ATC Automation (TACA)* - Implements ATC automation aids to assist controllers and supervisors to fully use available terminal airspace capacity, and to increase the safety and efficiency of aircraft operations into and out of terminal areas

x. *Voice Switching and Control System (VSCS)* - Provides a voice communications system that performs the intercom, inter phone, and air/ground voice connectivity and control functions needed for air traffic control operations in an ARTCC and an ACF



INPUT’s Procurement Analysis Reports (PAR) program currently tracks 13 active program contracts. Exhibit 4 identifies these programs and their status.

Current Issues at FAA

- FAA’s restriction on the use of digital equipment by passengers during flights has been viewed as unreasonable. Of more serious concern to the airline industry regarding interference with flight information transmission are devices that emit radio waves. Such devices include radios and cellular telephones. FAA did not ban the use

of laptops in flight, but did issue a ban on cellular phones and other devices that emit radio waves during take-off and landing. Personal computers do emit radio waves. However, Federal Communications Commission guidelines require manufacturers to contain these emissions through chassis materials and component design. The fact that some PCs develop emission control problems during their operation requires restrictive regulatory policy.

More importantly, the airline industry expects to be increasing its use of digital

Exhibit 4

FAA Contracts

Program	Type	Status/Size	Comment
1. Small Tower Voice Switch	Telecom Services	Awarded \$9M 10yrs	Provides a modernized voice communications switch and control system for air traffic control terminal operations. The contractor is Denro.
2. Telecommunication Satellite System (FAATSAT)	Network & Professional	PreRFP \$125M 10yrs	FAATSAT will provide project and network management and control, engineering, test and evaluation, and installation of a telecommunications satellite system.
3. National Airspace Implementation Support Contract	Professional Services	Awarded \$122M 5yrs	Under NISC, General Electric will provide technical support to programs under the NAS.
4. En Route Software Development System (ERSDS II)	Software Development, Maintenance, & Training	PreRFP \$150M 7yrs	Will provide development and deployment of software for enroute subsystems within the NAS.
5. FIP Support Services	Professional Services	Post \$28M RFP 5yrs	Will provide contractor personnel to support computer and telecommunications operations.
6. Agency Data Telecommunications Network (ADTN 2000)	Network Services	Source \$50M Select. 10yrs	Will provide a nationwide, private network for the FAA administration. Contractor will provide hardware and support services for network installation.
7. Electronic Document Management System (EDMS)	Imaging Systems	PreRFP \$40M Undetermined.	EDMS will digitize documents and microfiche images into electronic format.
8. Telecommunications Management & Operations (TM&O)	Telecom Services & Support	Post \$20M RFP 5yrs	Provides operations support and telecommunications management to locations within the FAA. RMS Technologies is the current contractor.

Source: INPUT



Exhibit 4 (Cont.)

**FAA Contracts**

Program	Type	Status/Size	Comment
9. Oceanic System Development & Support	Professional Services	PreRFP \$120M 10yrs	Will consolidate research and development support activities for implementation of an Oceanic Air Traffic Control System.
10. Technical Assistance Contract (TAC)	Professional Services	PreRFP \$130M 5yrs	Provides technical assistance to the Advanced Automation System (AAS) and Automation Program. TRW is the incumbent.
11. Systems Engineering & Technical Assistance (SETA)	Professional Services	Awarded \$145M 5yrs	Provides systems design, analysis, and evaluation to the NAS.
12. Computer Resources Nucleus (CORN)	Turnkey System	Awarded \$1.5B 10yrs	Provides the delivery, installation, maintenance, and operation of a mainframe computer system to support FAA locations' management information requirements. EDS is the contractor.
13. Office Automation Technology Systems (OATS)	Hardware, Software, & Training	Awarded \$800M 8yrs	Provides office automation hardware, software, and training to the Department of Transportation.

Source: INPUT

technologies. Eventually, airplanes will be wired for local communication networks, processors and video screens installed in seat backs for passenger use. Regulating this new use of technology will present new challenges to the FAA.

- A White House task force recommended the creation of a new independent government corporation to take over some of the mission objectives of FAA. This corporation would manage and fund air traffic control, including development, procurement, and support functions.
- The agency has expressed a strong commitment to the use of multimedia. According to a recent news item, FAA expects to distribute 1,600 multimedia-based

platforms, 125 multimedia development stations and 1,500 multimedia delivery stations to FAA facilities worldwide by the end of 1993. An additional 1,000 systems will be delivered over a two-year period.

- The advanced use of complex computer technologies by the aircraft industry in developing new aircraft design has raised issues of whether the FAA is technologically equipped and trained to ensure that aircraft systems meet safety standards. Most of the certification activities have already been delegated to aircraft manufacturers.

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# INPUT<sup>®</sup>

# Research Bulletin

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## Agency Profile—National Oceanic and Atmospheric Administration

### Mission

It is the mission of the National Oceanic and Atmospheric Administration to explore, map, and chart the global ocean and its living resources. It oversees conservation of ocean resources and assesses the consequences of environmental developments over time. Further, NOAA describes, monitors, and predicts conditions in the atmosphere, ocean, sun, and space environment, and issues warnings against impending destructive natural events.

### Organization

The National Oceanic and Atmospheric Administration falls within the Department of Commerce. The Administration is directed by the Under Secretary and Administrator whose headquarters office is located in Washington D.C. Roughly 30% of the NOAA's 15,000 employees are located in the headquarters location. Exhibit 1 shows the organizational structure of the Administration.

### Program Activities

*a. National Ocean Service* - Responsibilities of this program include navigation management,

environmental assessment, and natural resources management for the global oceans and the Nation's coasts.

*b. National Marine Fisheries Service* - Provides for the management and conservation of the Nation's living marine resources and their environment.

*c. Oceanic and Atmospheric Research* - Provides for the development of understanding and approaches to improve NOAA services, environmental systems, and use of oceanic resources.

*d. National Weather Service* - Provides timely and accurate meteorological, hydrological, and oceanographic warning, forecasts, and planning information to ensure the safety of the population, mitigate property losses, and improve economic efficiency of the Nation.

*e. National Environmental Satellite, Data, and Information Service* - Provides global environmental data and information products and services to users in commerce, industry, agriculture, science and engineering, the public, and regional governments through various satellite operations.

## Exhibit 1

## National Oceanic and Atmospheric Administration Organizational Chart

### Staff Functions

#### Administration Staff Offices

Comptroller  
Public Affairs  
General Counsel  
External Affairs

### Regional Administrative Support Centers

- I. Central: Kansas City, Missouri
- II. Eastern: Norfolk, Virginia
- III. Mountain: Boulder, Colorado
- IV. Western: Seattle, Washington

### Program Offices

#### - National Weather Service

- I. Headquarters: Silver Spring, Maryland
- II. Alaska Region: Anchorage, Alaska
- III. Central Region: Kansas City, Missouri
- IV. Eastern Region: Bohemia, New York
- V. National Meteorological Center:  
Camp Springs, Maryland
- VI. Pacific Region: Honolulu, Hawaii
- VII. Southern Region: Fort Worth, Texas
- VIII. Western Region: Salt Lake City, Utah

#### - National Marine Fisheries

- I. Headquarters: Silver Spring, Maryland
- II. Alaska Region: Juneau, Alaska
- III. Northwest Region: Seattle, Washington
- IV. Northeast Region: Gloucester, Massachusetts
- V. Southeast Region: Saint Petersburg, Florida
- VI. Southwest Region: Long Beach, California

Source: Government Manual, INPUT



## Exhibit 1 (Cont.)

## National Oceanic and Atmospheric Administration Organizational Chart

### Program Offices

- |  |   |
|--|---|
| - National Environmental Satellite Data, and Information Service | <ul style="list-style-type: none"> <li>I. Headquarters: Camp Springs, Maryland</li> <li>II. National Climatic Data Center: Asheville, North Carolina</li> <li>III. National Geophysical Data Center: Boulder, Colorado</li> <li>IV. National Oceanographic Data Center: Washington, DC</li> </ul>   |
| - National Ocean Service   | <ul style="list-style-type: none"> <li>I. Headquarters: Silver Spring, Maryland</li> <li>II. Alaska Region: Anchorage, Alaska</li> <li>III. Pacific Region: Seattle, Washington</li> <li>IV. Key Largo National Marine Sanctuary: Miami, Florida</li> <li>V. Other Sanctuaries: Washington, DC</li> </ul>   |
| - Office of Oceanic and Atmospheric Research                     | <ul style="list-style-type: none"> <li>I. Headquarters: Silver Spring, Maryland</li> <li>II. Atlantic Oceanographic and Meteorological Laboratory: Miami, Florida</li> <li>III. Geophysical Fluid Dynamics Laboratory: Princeton, New Jersey</li> <li>IV. Great Lakes Environmental Research Laboratory: Ann Arbor, Michigan</li> <li>V. Pacific Marine Environmental Research Laboratory: Seattle, Washington</li> <li>VI. National Severe Storms Laboratory: Norman, Oklahoma</li> <li>VII. Environmental Research Laboratories: Boulder, Colorado</li> </ul> |
| - National Corps Operations Centers                              | <ul style="list-style-type: none"> <li>I. Atlantic Marine Center: Norfolk, Virginia</li> <li>II. Commissioned Personnel Center: Rockville, Maryland</li> <li>III. Pacific Marine Center: Seattle, Washington</li> </ul>   |

Source: Government Manual, INPUT

*f. Program Support* - Provides overall NOAA management and administration as well as the operational and logistics support of ships, marine centers, and aircraft supporting NOAA missions.

**Program Budget**

Overall program budgets (other than IT budget) shows a decrease in anticipated spending in FY 1994 after an increase for FY 1993, as reported in last year's Budget of the United States Government (Exhibit 2). Reduction in program support has been continuous for the three-year period and is felt across all other program areas. Major spending anticipated for National Weather Service satellite upgrades in FY 1993 is continuing in FY 1994 with only a slight decrease.

**Information Technology Budget**

While program operations budget levels are down for FY 1994, overall information technology budgets are expected to increase steadily through FY 1998 (Exhibit 3). Commercial services budgets represent the largest growth through FY 1998.

**Major Information Technology Acquisition Plans**

The following top program activities have been identified by INPUT through agency planning documents and information technology budget submissions.

*a. Advanced Weather Interactive Processing System for the 1990s* - Provides for the development of AWIPS to replace the current

Exhibit 2

**National Oceanic and Atmospheric Administration  
Program Budgets**

Program	\$ Thousands		
	FY92 Actual	FY93 Est.	FY94 Est.
National Oceanic Service	157,881	184,272	148,826
National Marine Fisheries Service	219,191	238,081	148,043
Oceanic and Atmospheric Research	211,386	207,667	188,497
National Weather Service	453,605	553,798	546,510
National Environmental Satellite, Data and Information Service	355,481	358,122	352,973
Program Support	150,174	147,321	145,109

Source: Budget of the United States Government: Fiscal Year 1994, April 8, 1993.



Exhibit 3

## NOAA Information Technology Budget

	\$ Millions					
	FY1993	FY1994	FY1995	FY1996	FY1997	FY1998
<u>Capital Investments</u>						
Purchase of Hardware	58.7	85.3	88.1	91.1	94.4	97.8
Purchase of Software	10.0	8.8	9.4	10.0	10.4	10.7
Site or Facility	3.5	5.0	5.0	5.1	5.3	5.5
Personnel	55.9	62.7	61.7	60.1	59.0	57.2
<u>Equipment Rental, Space, and other Operating Costs</u>						
Lease of Equipment	6.9	9.5	9.6	9.8	10.0	10.3
Lease of Software	2.6	2.9	2.7	2.6	2.5	2.3
Space	2.4	2.7	2.7	2.8	2.8	2.8
Supplies & Other	6.0	6.6	7.2	7.8	8.2	8.2
<u>Commercial Services</u>						
ADPE Time	1.0	.7	.7	.7	.6	.6
Leased Voice Telecom	9.3	10.4	12.6	15.2	17.9	21.0
Leased Data Telecom	16.6	20.1	20.6	21.2	22.5	24.1
Operations & Maintenance	25.4	31.8	31.9	32.3	33.1	34.2
Systems Anal/Prog./Dsgn./Eng.	57.6	76.7	85.3	92.1	100.0	108.0
Studies & Other	5.6	7.0	6.3	6.3	6.2	6.1
Significant Use of Info Tech	1.5	2.2	2.4	2.7	3.1	3.5
<b>Total Obligations</b>	<b>263.1</b>	<b>332.4</b>	<b>346.5</b>	<b>360.0</b>	<b>375.8</b>	<b>392.2</b>

Source: NOAA, INPUT

Automation of Field Operations and Services System (AFOS).

*b. Earth Systems Data and Information Management* - Provides for the development and implementation of a system to process, store, and manage access and distribution of NOAA's global observation products and data.

*c. Information Technology Systems Requirements for the NWS/MNC FB4 Computer Facility* - Provides system enhancements and operational maintenance of the NWS/MNC FB4 Computer Facility.

*d. Polar Satellite Ground System* - Provides a Polar Satellite Ground System to: command, control, and monitor the orbiting spacecraft; acquire instrument data from the satellite; and distribute the data to processing centers.

*e. Telecommunications Requirements for the National Weather Service* - Will upgrade, lease, and maintain NWS telecommunications system.

*f. Information Technology Upgrade (IT-95)* - Provides the National Marine Fisheries Service with hardware, peripherals, software, training, maintenance, and other services to replace and upgrade the existing computer systems used for mission support.

*g. Satellite Information Processing System* - Provides operations and maintenance support, systems enhancements and upgrades to serve the ongoing requirements of the Meteorological Satellite Data Processing Services Subsystem.

*h. Next Generation Weather Radar Depot Maintenance (NEXRAD)* - Will increase the repair capacity and capability for support of new radars.

*i. Geostationary Ground System (GOES)* - GOES will provide system refurbishment, product production facilities, system operation and control, and support systems.

*j. Class IV Computing Requirements for the GFDL Facility* - Provides for the acquisition of supplies and services to support the Class IV computer lease.

*k. Weather Surveillance Radar 1988 Doppler (WSR-88D) Operational Support Facility* - Provides telecommunications and ADP support for operation of WSR-88D systems.

INPUT's Procurement Analysis Reports (PAR) program currently tracks 11 active program contracts. Exhibit 4 identifies these programs and their status.

## Current Issues at NOAA

1. NOAA plans to spend an estimated \$4.6 billion on its modernization of observational, information processing, and communications systems over a ten-year period. The central system in this upgrade is the Advanced Weather Interactive Processing Systems. AWIPS alone would cost the agency about \$467 million. Delays in implementing this upgrade and escalating costs have caused serious concerns with the Congress. A General Accounting Office report identified potential risks: unclear definition of the responsibilities of NOAA and its contractor; vague specifications for data portability; unstructured approach to software development; the lack of configuration management plan for NOAA-developed software; and NOAA's involvement in testing.

2. NOAA has signed a five-year, \$46 million lease agreement with Cray Research Inc. for the installation and maintenance of a Cray C90 supercomputer for its National Meteorological Center in Suitland, MD. The agency has decided to lease the new Cray because of financial considerations based on the belief that after five years the residual value of the processor if purchased would be zero.

3. The new Deputy Undersecretary of Commerce for Oceans and Atmosphere is in



## Exhibit 4

## NOAA Contracts

Program	Type	Status	Size	Comment
1. Next Generation Weather Radar Program Support (NEXRAD)	Prof. Svcs. Hardware	Award'd	\$800m 10 yrs.	Unisys provides design, development, & demonstration of hardware & software to modernize the existing weather system.
2. Advanced Weather Interactive Processing System (AWIPS-90)	H/W, S/W Prof. Svcs.	Award'd	\$226m 10 yrs.	Will provide a nationwide system that will analyze & forecast local weather conditions. PRC is the contractor.
3. Information Technology Upgrade (IT-95) for NMFS	Communication Hardware & Prof. Svcs.	Award'd	\$13m 6 yrs.	Will provide hardware, software, & telecomm equipment for a nationwide network.
4. Systems Engineering & Technical Assistance	Prof. Svcs.	Selec. 9 yrs.	TBD	Provides SETA services to ASOS, AWIPS-90, NEXRAD, GOES, & others.
5. World Area System Forecast	Commun. Svcs.	Selec.	TBD 5 yrs.	Will provide NWS with satellite communications services.
6. Front end Processor System	Hardware	Selec.	TBD 5 yrs.	Will provide NESDIS with data processing capabilities for environmental data.
7. Fleet Replacement and Modernization (FRAM)	Hardware	Pre RFP	\$1.5b 15 yrs.	NOAA will modernize its vessel research fleet. This includes new ships and hi-tech oceanographic instrumentation. Will be procured through several contracts.
8. Engineering and Technical Support Services for FRAM	Prof. Svcs.	Award'd	\$4m 5 yrs.	Will provide engineering and technical support services for the NOAA Corps Operations Office in support of the FRAM. The contractor is RCI.
9. Large Scale Scientific Computing	Supercomputer Prof. Svcs.	Award'd	\$46m 5 yrs.	Cray Research will provide the National Meteorological Center with a Class VII computer system
10. Earth Systems Data and Information Management	Prof. Svcs.	Award'd	\$141m 5 yrs.	Will develop systems to manage NOAA's global observational data
11. National Climatic Data Center (NCDC)	Facil. Mgmt.	Award'd	\$23m 5 yrs.	The NCDC collects and stores national weather and climate data generated from NOAA. Services are provided by The Orkand Corp.

Source: INPUT

charge of all main NOAA departments, including advanced systems such as AWIPS and NEXRAD. Diana Josephson had been in charge of business development activities related to earth-orbiting spacecraft for one of NOAA's contractors. Previously, she served as deputy assistant administrator for policy and planning at the NOAA. In her new post she will oversee the modernization of the National Weather Service's systems and will participate in the High-Performance Computing and Communications and National Information Infrastructure initiatives.

4. The basis for the modernization effort at NOAA is that the agency is more than 20 years old and much of its information technology is antiquated. The National Weather Service is the most significant part of these efforts. The service is replacing old radar and automating surface observing systems. Meteorologists now access radar, satellite, and surface data from workstations that visualize the data. NOAA is focusing on network interoperability and connectivity, enterprisewide networks, open systems and high-performance computing. Data management remains its greatest challenge as the volume of incoming data continues to increase dramatically. The agency cannot risk losing this valuable data to technologies that promise favorable storage and retrieval benefits but have not been thoroughly tested in the field.

5. NOAA's National Marine Fisheries Service is using an innovative image analysis application to find and identify endangered marine life. The system, attached to an airplane, tracks territorial ranges and calculates

population changes so that the service can better protect endangered species. Digitized images are analyzed for things such as size and location. The system separates different species by highlighting identifying marks on their bodies.

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This Research Bulletin is issued as part of INPUT's Federal Information Technology Market Program for the information services industry. If you have questions or comments on this bulletin, please call your local INPUT organization or Bob Deller at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182, Telephone (703) 847-6870, Fax (703) 847-6872.



# Research Bulletin

A Publication from INPUT's Federal IT Market Analysis Program

Vol. III, No. 2

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## Agency Profile-United States Navy

### Mission

The Department of the Navy is responsible for protecting the United States, as directed by the President or the Secretary of Defense, through the effective prosecution of war at sea. Coupled with its Marine Corps component, the Navy is required to maintain the capability to seize or defend advanced naval bases; support the forces of all military departments of the U.S.; and maintain freedom of the seas.

### Organization

The Department of the Navy is a key element of the Department of Defense. The Navy is directed by the Secretary of the Navy who is headquartered at the Pentagon. The Chief of Naval Operations, under the Secretary of the Navy, exercises command over certain executive organizations, assigned shore activities and the Operating Forces of the Navy. Further, the Chief of Naval Operations represents the Navy on the Joint Chiefs of Staff. The Navy employees roughly 297,000 civilian employees and 744,000 military personnel. Approximately 12% of the Navy's civilian employees are located in Washington, D.C. Exhibit 1 discusses the organizational structure of the Department as it relates to the organization of the Chief of Naval Operations. The Office of the Secretary and the Marine Corps are excluded.

### Program Activities

The following organizations are the primary ones within the Navy that define, plan and execute programs of interest to the Information Technology community:

- a. *Naval Sea Systems.* Provides material support to the Navy and Marine Corps, the Department of Defense and Department of Transportation for mobilization purposes. It provides support for ships, submarines and other sea platforms, shipboard combat systems and components, other surface and undersea warfare and weapon systems and ordnance expendables not specifically assigned to other system commands.
- b. *Naval Air Systems.* Provides material support to the Navy and Marine Corps for aircraft, airborne weapon systems, avionics, related photographic and support equipment, ranges and targets.
- c. *Space and Naval Warfare Systems.* Provides technical and material support to the Navy for space systems; command, control, communications, and intelligence systems; and electronic warfare and undersea surveillance.

## Exhibit 1

## U. S. Navy Organization

## Chief of Naval Operations

The Chief of Naval Operations (CNO) manages and supports the Operating Forces of the Navy through the following executive and functional organizations:

- Naval Air Systems Command
- Naval Facilities Engineering Command
- Space and Naval Warfare Systems Command
- Naval Supply Systems Command
- Naval Space Command
- Naval Sea Systems Command
- Naval Legal Service Command
- Naval Oceanography Command
- Naval Computer and Telecommunications Command
- Office of Naval Intelligence
- Naval Security Group
- Strategic Systems Command
- Bureau of Naval Personnel
- Bureau of Medicine and Surgery
- Chief of Naval Education and Training
- Naval Doctrine Command
- Naval Safety Center

The Chief of Naval Operations is responsible for the command and administration of the Operating Forces of the Navy, which include:

- Atlantic Fleet
- Pacific Fleet
- Naval Forces Europe, as assigned by CNO
- Military Sealift Command
- Fleet Marine Forces, as assigned
- Operational Test and Evaluation Forces
- Naval Special Warfare Command
- Naval Forces Central Command
- Naval Reserve Forces

Source: U.S. Government Manual 1993/1994

d. *Naval Supply Systems.* Provides for the material support to the Navy and Marine Corps for materials, supplies and supporting services by providing supply management policies and

methods and administering related support service systems.

e. *Naval Facilities Engineering.* Provides for material and technical support to the Navy and Marine Corps for shore facilities, real property and utilities, fixed ocean systems and structures, transportation and construction equipment, energy, environmental and natural resources management and support of the Naval Construction Forces.

f. *Strategic Systems.* Provides for the development, production and material support to the Navy for fleet ballistic missile and strategic weapon systems; security, training of personnel, and the installation and direction of the necessary supporting facilities.

g. *Naval Personnel.* Directs the procurement, distribution, administration and career motivation of the military personnel of the regular and reserve components of the U.S. Navy.

h. *Naval Oceanography.* Responsible for the science, technology, engineering, operations and those personnel and facilities essential to explore the ocean and atmosphere. Pursues research in hydrography, oceanography, meteorology, astronomy and precise time.

i. *Naval Space.* Provides operational space systems support to naval forces worldwide and helps prepare the naval services for extended involvement in space.

j. *Computers and Telecommunications.* Provides, operates and maintains all Navy ashore communications resources and all nontactical information and resources for command, control, and administration of the Navy and those elements of the Defense Communications Systems assigned to the Navy.

k. *Security Group.* Performs cryptological functions and develops and executes cryptological programs.



1. *Naval Education and Training.* Provides assigned shore-based education and training; develops afloat training programs for the fleet; and develops and implements effective training and education systems and devices.

In addition, the Office of the Assistant Secretary of the Navy for Research, Development and Acquisition bears mention. This office is responsible for developing acquisition policy and procedures for all Navy research, development, production, shipbuilding and logistics support programs. In addition, this office is responsible

for overseeing the Program Element Office (PEO), System Commands and Program Management actions and ensuring their compliance with all procurement, integrity, competition, policy and management requirements

### Program Budget

The Navy budget, by major function for 1992 through 1994 is displayed in Exhibit 2. The IT budget for the 1993 through 1998 planning period is illustrated in Exhibit 3.

Exhibit 2

#### Department of the Navy Program Budgets

Program	FY92 Actual	FY93 Est	FY94 Est
Aircraft Procurement	7,008,400	5,696,012	6,139,704
Weapons Procurment	3,969,737	3,617,443	3,115,060
Shipbuilding and Conversion	8,781,838	6,864,296	4,294,742
Communications and Electronic Equipment	1,695,871	1,310,341	1,412,448
Research, Development, Test & Evaluation	7,787,526	9,183,536	9,465,604
Military Construction	1,170,066	694,443	976,179
Other Procurement	4,410,293	4,216,872	1,561,526
Marine Corps Procurement	1,048,018	829,907	492,864

Figures in \$ thousands

Source: *Budget of the United States Government: Fiscal Year 1994, April 8, 1993.*

Exhibit 3

## Navy Information Technology Budget

	FY1993	FY1994	FY1995	FY1996	FY1997	FY1998
Capital Investments						
Purchase of Hardware	372.6	296.6	306.1	316.5	327.9	339.6
Purchase of Software	52.8	79.0	85.1	89.7	93.5	96.4
Site or Facility	8.4	2.8	2.8	2.8	2.9	3.0
Personnel	836.0	772.7	760.3	745.1	727.2	705.4
Equipment Rental, Space, and other Operating Costs						
Lease of Equipment	15.3	14.5	14.7	15.0	15.4	15.8
Lease of Software	17.9	18.2	17.5	16.7	15.6	14.4
Space	10.2	8.4	8.5	8.6	8.8	8.9
Supplies and Other	228.3	293.0	320.8	347.4	361.7	364.6
Commercial Services						
ADPE Time	2.5	2.5	2.5	2.4	2.4	2.3
Leased Voice Telecom	193.7	189.8	230.7	278.1	326.2	382.9
Leased Data Telecom	27.2	28.4	29.2	30.0	31.8	34.1
Operations and Maintenance	432.0	431.7	432.1	437.3	448.2	463.9
Systems Anal/Prog/Dsgn/Eng	25.4	20.2	22.5	24.3	26.4	28.5
Studies and Other	61.4	46.2	41.6	41.1	40.6	40.0
Significant Use of Info Tech	0	0	0	0	0	0
Total Obligations	2,283.8	2,204.1	2,274.4	2,355.1	2,428.5	2,500.0

All figures in \$ millions

Source: Navy, INPUT

## Major Information Technology Acquisition Plans

The following top program activities have been identified by INPUT through agency planning documents and information technology budget submissions.

a. *Stock Points ADP Replacement for Data Center Consolidation (SPAR/DCC)*. Provides hardware, hardware maintenance, application software and software maintenance.

b. *Naval Aviation Logistics Command Management Information System (NALCOMIS)*.

Provides hardware, hardware maintenance, software maintenance and technical support services.

c. *Shipboard Nontactical ADP Program (SNAP III)*. Will provide modern, centrally managed ADP hardware and standardized application software to replace aging SNAP systems. Contracts under SNAP III include I-CASE, Desktop IV, Lapheld II and Tactical Advanced Computer 3 and 4.

d. *Advanced Industrial Management Automated Information System (AIMAIS)*. Will provide LAN



hardware and software, RDBMS and other client/server hardware and software.

e. *Naval Shipyard Information Management Improvement Program*. The NAVSEA Information Resources Management Improvement Program will migrate workload from proprietary mainframe systems to open systems environments.

f. *Stock Point Logistics Integrated Communications Environment (SPLICE)*. Provides lease and maintenance of hardware and software and provides the nucleus for all current and future logistic teleprocessing capabilities.

g. *Standard Training Activity Support System (STASS)*. Will standardize support at Naval Education and Training Command schoolhouses and activities through integrated administration and accounting systems.

h. *Automation of Procurement and Accounting Data Entry (APADE)*. Will provide an automated system that facilitates administration, control and processing of all purchase requests within the procurement component.

i. *Logistics Applications of Automated Marking and Reading Symbols (LOGMARS)*. Not a system but a technology used to enhance the functioning of a range of information systems, particularly relevant with bar code applications.

j. *Enhanced Naval Warfare Gaming System (ENWGS)*. Provides a distributive warfare training system for use throughout the Navy.

INPUT's Procurement Analysis Reports (PAR) program currently tracks 84 active Navy program contracts. Exhibit 4 identifies the larger programs and their status.

## Current IT Activities and Issues at Navy

1. The Navy increased its high-performance computing capacity in 1993 when the Naval Command, Control and Ocean Surveillance Center in San Diego received an Intel Paragon supercomputer. This installation is one of six in the Defense Department's High-Performance Computing Working Group. A second Navy high-performance center is located at the Naval Research Laboratory in Washington, D.C. The D.C. site is negotiating an upgrade for its Thinking Machines Corp. CM-5. Taken collectively, the six sites provide a good spectrum of scalable parallel systems to support DoD's science and technology requirements.

2. The Navy continues to advance its capability to convert reference manuals to electronic form. Using standard technologies identified in the Continuous Acquisition and Life-cycle Support (CALS) program, the Navy is increasingly able to give clients hard-copy documentation explaining how to use the software and systems it designs. It can now provide its suppliers and users with the ability to manage not only their information systems databases, but associated documentation as well. Under a systems development and integration contract, the Naval Electronic Systems Engineering Activity Detachment (NESEAD) in Philadelphia is converting the manual of the Tomahawk cruise missile system to an electronic format. The Navy has installed this capability on aircraft carriers, as well as shore sites.

3. The Navy's Copernicus initiative may suffer because the \$1.4 billion TAC-4 hardware support contract has run into some difficulties in Congress. Sen. John Glenn (D-Ohio), chairman of the Governmental Affairs Committee, has asked DoD's inspector general and the General Accounting Office to review the TAC program. The award date for TAC-4 has slipped and TAC-5, already on the drawing board, will be pushed

Exhibit 4

**Navy Contracts**

Program	Type	Status	Size	Comment
1. Navy Super-Mini Computer Acquisition (AFCAC 300)	Hardware	Award'd 10/92	\$2.5b 9yrs	PRC provides the Navy and other DoD agencies with minicomputers, software, support services and training for numerous purposes.
2. Tactical Advanced Computer 3 (TAC-3)	Hardware	Award'd	\$170m 3/92	HBC (a joint venture between Hughes Data Systems and BTG) provides ruggedized workstations and software.
3. Tactical Advanced Computer 4 (TAC 4)	Hardware	PostRFP	\$200m 6yrs	Will provide the Navy with tactical and nontactical workstations and software.
4. NAVFAC CAD/CAM II (CAD II)	Prof Svcs, Software	Award'd 8/93	\$820m 12yrs	Intergraph and Cordant provide CAD/CAM integrated systems to aid in design and development of weapons systems in the 1990s.
5. Naval Aviation Logistics Command Management Information System (NALCOMIS II)	Prof Svcs	Award'd	\$60m 8/93	NALCOMIS is an on-line management information system supporting aircraft maintenance and material management requirements aboard large ships. Services are provided by multiple contractors.
6. NALCOMIS III	Hardware/ Software	Award'd 12/92	\$72m 8yrs	Sysorex provides the NALCOMIS with hardware, software and training.
7. Navy PC LAN (AFCAC 299)	LAN Hardware	Award'd 3/91	\$75m 6yrs	DEC provides LAN hardware to the Navy Regional Data Automation Center (NARDAC), NAVDAC and is available DoD-wide.
8. Navy PC LAN Plus	LAN Hardware	PreRFP	\$150m 5yrs	Provides a follow-on contract to the original PC LAN contract supplying LAN hardware.
9. Large Scale Computer System (LSCS)	Hardware ProfSvcs	Award'd 4/90	\$200m 10yrs	Grumman Data Systems provides the Navy with a Class VII Computer System, support services and facilities management for the Naval Oceanographic and Atmospheric Research Lab (NOARL).
10. Lapheld II	Hardware	Award'd 12/91	\$86m 5yrs	Sears Business Centers provides the Navy with a contract vehicle for purchasing Laptop and Notebook computers.
11. Lapheld III	Hardware	PreRFP	\$450m TBD	Lapheld III will provide a vehicle to purchase laptop and Notebook computers.
12. Naval Air Warfare Center Omnibus Support Services	Prof Svcs	PreRFP	\$120m TBD	Will provide facilities management services for four locations in the Naval Air Warfare Center with three awards.

Source: INPUT



further in the future until the issue of other agencies buying off TAC contracts can be resolved. Earlier, the General Services Administration had requested 20% of the total value of the TAC-4 contract be set aside for civilian agency purchasing. Glenn has questioned the accuracy of the Navy's stated internal requirements for workstations and wants to know whether other agencies are using the contracts to sidestep procurement oversight. The Navy has reduced, by half, the number of TAC-4 systems that can be purchased by civilian agencies under the contract.

4. The Navy resolved its troubled 12-year CAD-2 contract by awarding contracts to Intergraph Corp. and Cordant Inc. The contracts will supply computer-aided design, computer-aided manufacturing and computer-aided engineering systems to the Naval Facilities Engineering Command. Its initial award to Intergraph had to be canceled and restarted. In this second round of awards, the Navy split the award and put a \$550 million ceiling on both contracts. The Navy will make a payment to Federal Computer Corp., which had protested the initial award. The Navy's original procurement estimates of 4,200 workstations and 1,700 file servers are expected to be reduced.

5. The Navy has installed an object-oriented system for its new Center for Advanced Technologies. Multiple laboratories can work independently on different technologies; however, a specified project may be worked on simultaneously by more than one lab. The center is involved in a variety of activities, from application development to proof-of-concept implementations. One example of the many activities worked on will allow personnel to increase the efficiency of shipboard maintenance operations by tracking problems and identifying solutions. Both federal agencies and commercial organizations are involved with the development work at the center.

6. The Navy has stepped up purchasing from a number of its large contracts. The scope of the Lapheld II contract was modified to provide lightweight notebook computers. The Naval Computer and Telecommunications Command issued a stop order for the PC LAN contract buying to avoid exceeding its \$135.6 million delegation of procurement authority. The Navy's request for proposals for a follow-on contract to PC LAN is scheduled to be released early in 1994. An extension for Navy PC LAN DPA could affect that timetable for the follow-on. Two problems exist for the Navy. First, the spending has not produced the 8,000 LANs anticipated. The contract is scheduled to end in May 1994. The Navy's portion of the Desktop IV contract was increased by \$42 million. Congress stated that the previous Desktop IV spending limit had forced Navy users to buy more expensive computers off GSA's multiple-award schedule contracts.

7. The Navy's top IRM official, Vice Adm. Jerry O. Tuttle, retired late in 1993. Tuttle was director of Space and Command, Control, Communications and Computer Systems. He had been the Navy's IRM chief since May 1989. Adm. Tuttle masterminded the Copernicus program, an open systems architecture for its C4 and intelligence needs. His work helped the Joint Chiefs of Staff develop its C4I for the Warrior initiative, which bears a significant resemblance to Copernicus. Both programs emphasize open systems, commercial products and powerful data access capabilities. Tuttle also pushed the service to use a procurement process for its primary hardware platform, the Tactical Advanced Computer suite, that would allow the Navy to upgrade its desktop systems for ship and shore every 18 months. He has made a significant contribution in moving the Navy to open, NDI systems and refocused Navy IT on service to the sea-going Navy. His successor will be challenged to keep the Navy moving on Tuttle's charted course. Adm. Tuttle joined ORACLE Federal in January 1994.



8. The Naval Research Laboratory (NRL) has moved forward technologically with two applications. Both the Research Library and Technical Information Center are converting unclassified and declassified research papers into digital images to provide access to NRL's staff and research contractors. They will be able to access the images from desktop stations attached to NRL's campus network. NRL is also adding a 140 megabits/sec ATM switch. The ATM connection is the faster of two "taxi" interfaces identified by the ATM Forum industry group. The new switch will link up with Ethernet and Fiber Distributed Data Interface networks and will use the Internet Protocol to route packets to and from them.

9. The Department of Defense awarded the Chief of Naval Operations its Gold Nugget Award for developing the Naval Warfare Tactical Database (NWTDB). The database is designed to standardize data formats in tactical Navy systems, such as oceanography, cryptology and electronic warfare, and integrates national, joint and naval data formats into a common database architecture. The architecture supports joint, naval and combined military operations. The program united system developers, database producers, tactical users and data standards managers in developing the data standardization influenced by DoD's

issuance of its Data Element Standardization Procedures. The Navy plans to propose some of its standards from the NWTDB as baseline for joint tactical data standards that DISA is expected to establish.

10. The Navy is reducing its dependency on paper charts for navigation with a computer-aided navigation system. The Woods Hole Oceanographic Institution, the National Oceanic and Atmospheric Administration and other federal agencies, are setting up a test-bed project which will define standards for data exchange, features display and shipboard operation that will be components of electronic navigational charts. The Navy has an Electronic Chart Display and Information System (ECDIS) project based on the Digital Nautical Chart database developed by the Defense Mapping Agency. The DNC would combine with the Navy's Navigational Sensor System Interface to replace paper charts.

11. The Navy may be facing an \$8 million reduction in FY 1994 for its electronic warfare development program. The termination of the AN/ALQ-165 airborne self-protection jammer contracts account for this reduction. Almost \$19 million had been rescinded from FY 1993 spending, mostly impacting the satellite laser communications programs.



# Research Bulletin

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## Agency Profile U.S. Postal Service

### Mission

It is the mission of the United States Postal Service to provide efficient mail processing and delivery services to individuals and organizations within the United States. Further, the Postal Service has the responsibility to protect the mails from theft or loss and apprehend those who violate postal laws.

### Organization

The U.S. Postal Service (USPS) employs 623,000 people nationwide. Three percent of postal service employees are located at the headquarters in D.C. Exhibit 1 discusses the organizational structure of the Postal Service. The Board of Governors is comprised of nine governors who are appointed by the president, the postmaster general who is selected by the governors and the deputy postmaster general also selected by the governors, for a total of eleven members. The regional offices supervise approximately 40,000 post offices throughout the United States. The Postal Service is a quasi-government agency. It was established, as we know it

today, by the Postal Reorganization Act of August 1970 and commenced service on July 1, 1971. Accordingly, it is not obligated to observe federal directives, such as Federal Acquisition Regulations and OMB Circulars, and has more flexibility in its contracting practices. For example, USPS procurement rules require adequate, rather than full and open competition; permit the USPS to strike a balance between users' needs and vendor access to postal business; allow contracting officers to limit competition to contractors or items known to be capable of meeting USPS needs. USPS's Procurement Manual, that defines its procedures, does require that procurements be advertised and announced in the Commerce Business Daily.

### Key Program Activities

a. *Postal Inspection Service* - Provides federal enforcement of regulations affecting the integrity and security of the mail. Serves as the inspector general for the Postal Service.

Exhibit 1

**U. S. Postal Service Organization**

Board of Governors  
Chairman, Bert Mackie

Postmaster General  
Marvin Runyan

Organizational Divisions:

- Postal Inspection Service
- Corporate Relations
- Quality
- Finance and Planning
- Diversity Development
- General Counsel
- Employee Relations
- Labor Relations
- Consumer Advocate
- Information Systems
- Engineering, Research and Development
- Customer Service Support
- Facilities
- Customer Services
- Marketing and Sales
- Processing and Distribution
- Transportation
- Operations Support
- Purchasing

Postal Regions:

- Central: Chicago, Illinois
- Eastern: Philadelphia, Pennsylvania
- Northeast: Windsor, Connecticut
- Southern: Memphis, Tennessee
- Western: San Bruno, California

Source: U.S. Government Manual 1993/1994

*b. Employee and Labor Relations* - Employment policies for most employees of the Postal Service are governed by a process of collective bargaining. Labor contract negotiations for collective bargaining unit personnel, as well as personnel matters involving employees not covered by collective bargaining

arrangements, are administered by Employee and Labor Relations.

*c. Consumer Advocate* - Responsible for solving postal customer problems and representing customer interests by bringing complaints and suggestions to the attention of top postal management.

*d. Information Systems* - Provides computing and telecommunications resources and support to USPS employees.

*e. Engineering, Research, and Development* - Develops and implements technologies designed to improve the efficiency of mail processing and delivery services.

## Program Budget

The Postal Service budget, by major activity for 1993 through 1995, is displayed in Exhibit 2. Postal Service activities are financed through five sources: 1) mail and services revenue 2) reimbursements from federal and nonfederal sources 3) proceeds from borrowing 4) interest from U.S. securities and other investments and 5) congressional subsidies.

## Information Technology Budget

The Postal Service does not prepare an Information Technology Budget for the Office of Management and Budget. Therefore, no break out of Postal Service IT spending is available. The Postal Service has historically invested heavily in IT to support its function of mail delivery.

The Postal Service spends most of its information technology dollars through



Exhibit 2

## U.S. Postal Service Program Budgets

Program Activities	FY1993 Actual	FY1994 Estimated	FY1995 Estimated
Postal Field Operations	35,015,477	36,428,698	38,164,569
Transportation	3,125,292	3,291,988	3,477,821
Building Occupancy	1,067,165	1,164,498	1,249,548
Supplies and Services	1,170,301	1,566,262	1,654,842
Research and Development	57,290	64,359	66,919
Administration and Area Operations	4,373,208	4,246,658	4,473,776
Interest	3,545,628	2,135,163	2,121,183
Service-wide Expenses	430,782	264,282	256,654
Capital Investment	1,268,569	3,140,057	2,268,343
Post Office Workers' Compensation	38,614	38,803	37,776
Total Direct Program Budget	50,092,326	52,341,038	53,771,431

Figures in \$ thousands

Source: Budget of the United States government: Fiscal Year 1995, February 7, 1994.

two divisions: Information Systems and Engineering and Research and Development. The Information Systems division furnishes the Postal Service with computer and telecommunications hardware, software and services. Engineering, Research and Development has responsibility for developing, examining and implementing systems that work to improve the processing and delivery of mail, such as bar code and sorter technologies.

The Postal Service Information Systems division spends roughly \$200 million annually on IT. Further, it anticipates spending \$600-800 million over the next five years on capital investments (Hardware). The Engineering, Research

and Development division has an annual budget of \$300 million.

### Major Information Technology Acquisition Plans

The following top acquisition plans have been identified by INPUT.

*a. Facilities Management and Software Support Services* - Will provide on-going facility management services for Data General mainframes and equipment at various locations.

*b. Automated Telephone Answering System* - Will facilitate and automate the answering of routine questions while

directing more difficult questions to the appropriate personnel.

*c. Purchase of Microcomputers and Peripherals (ADEPT)* - Will provide microcomputers, printers, hard drives and CD ROM players.

*d. Service to the Citizen Kiosk Software Development* - Will develop and integrate software to support a series of multimedia kiosks.

INPUT has identified several programs at the Postal Service. Exhibit 3 lists these programs and their status.

## Current IT Activities and Issues at the Postal Service

1. The Postal Service has responded to pressure from the American Postal Workers Union (APWU) and agreed to use only union employees to handle its remote bar coding systems (RBCS). Currently, the Postal Service pays an estimated \$50 million annually to contractors operating the RBCS. The move will be finalized in 1996 and is expected to increase the cost of operating the RBCS. However, the Postal Service hopes to minimize the cost increase by using mostly low-wage, part-time union workers.

2. The Postal Service is in the process of downsizing its work force. Roughly 80% of the Postal Service's budget is spent on labor. Consequently, it has stepped up its automation plans and activities. Its efforts have led to the elimination of 38,000 jobs over the last three years. The

Postal Service hopes to eliminate another 20,000 by 1995.

3. Efforts to politicize Postal Service operational decisions, particularly the upgrading of specific postal sites by way of operational funding, construction and renovation or other spending related attention, has continued. In spite of oversight from the Subcommittee on Federal Services, Post Office and Civil Service on source selection actions, the Postal Service has been successful in supporting its decisions. While the Service does not report its procurement activities to the General Services Administration for review, it does implement and follow competitive procedures in soliciting and awarding contracts.

4. In the past, technology requirements of the Postal Service were viewed to be the domain of two different operational units: engineering and information systems. Engineering was responsible for hardware used by operational entities in physically handling mail, such as bar code scanning, sorting, etc. Information systems was responsible for networks, computers and information processing infrastructures. As a matter of practice, these units did not communicate with each other. This caused difficulties in developing mail handling and distribution support systems. The units are headquartered geographically apart, but have instituted regular communication to assure better development and integration of support and technologies.



## Exhibit 3

## Postal Service Contracts

Program	Type	Status	Size	Comment
1. Microcomputer Acquisition for the Postal Service (MAPS) support	Hardware	Award'd	\$150m	Sysorex provides microcomputers, peripherals, various operating systems software as services.
2. Microcomputer Acquisition for the Postal Service (MAPS)	Hardware	Award'd	\$30m	Apple provides Macintoshes, peripherals and support services.
3. Carrier Sequence BarCode Sorters (CSBCS)	Hardware	Award'd	\$155m	IBM provides engineering, logistics support, manufacturing, installation and program management.
4. Smarthubs for the USPS	CommHW	Award'd	\$20m	Synoptics provides Smarthubs for the USPS to develop a nationwide network connecting most Postal Service locations.
5. Mainframe Replacement	Mainframe	Award'd	\$7.5m	Amdahl is providing a mainframe supporting administrative and accounting activities. It will replace an Hitachi.
6. Enterprise Software Licensing Agreement	Software	Award'd	UNK	Provides an enterprise licensing agreement for Computer Associates mainframe software.
7. Bar code Scanners	Hardware	Award'd	\$40m	Litton provides bar code scanners for mail processing.
8. Modification of Mail Sorters	Hardware	Award'd	\$37m	Martin Marietta is modifying USPS-owned mail sorters for faster performance.
9. Lightweight Handheld Computing Devices	Hardware	Award'd	6m	Symbol Technologies provides handheld computing devices used for data collection, application development packages and software programming.
10. Key Entry Services for Remote Bar Code Systems (RBCS)	SupportSvcs	Award'd	\$260m	Various contractors are providing key entry services, supporting telecommunications and facilities.
11. Central Repair Facility Operation	FacilMgmt	Award'd	\$65m	PRC operates and manages the Central Repair Facility in Topeka, Kansas.

Exhibit 3 Cont.

Program	Type	Status	Size	Comment
12. Automated Telephone Information Answering System	CommHW	SrcSel	UNK	Will provide the USPS with an automated answering system to answer routine questions and direct difficult questions to the correct location.
13. Automated Remote Management	HWMaint	SrcSel	UNK	Will provide remote management of USPS DEC VAX computers distributed across the country. USPS is currently negotiating a non-competitive contract with Systemhouse for services.
14. Purchase of Micros and Peripherals	Hardware	PstRFP	\$200	Will provide a follow-on contract to Sysorex's contract. Will provide microcomputers, support services and peripherals.
15. LAN/WAN Equipment and Support Services	LAN/WAN	Award'd	\$35m	I-NET provides LAN and WAN hardware to support USPS networks. Installation and support services are also provided.
16. Label Printing and Application System	Hardware/ SupportSvcs	Award'd	\$31m	Cordant will install and maintain a new label printing and application system for placing forwarding addresses on mail.

Source: INPUT

5. Information technology support has been restructured from seven mainframe locations to two: San Mateo, CA and Minneapolis, MN. In addition, there are six development sites: JFK airport, NY, Wilkes Barre, PA, Minneapolis, MN, St. Louis, MO, Raleigh, NC, and San Mateo, CA.

6. The 1995 President's Budget identified new tasking for the Postal Service to work with the private sector on issues of integration, directory service and strategic alliances and particularly the development of future messaging systems.

This Research Bulletin is issued as part of INPUT's Federal Information Technology Market Analysis Program. If you have questions or comments on this bulletin, please call your local INPUT organization or Nancy Vesper at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182, (703) 847-6870.



# Research Bulletin

A Publication from INPUT's Federal IT Market Analysis Program

Vol. III, No. 6

April 1994

## Agency Profile Department of Interior

### Mission

The Department of Interior (DOI) is responsible for managing much of the nation's federally owned public lands and many of its natural resources. As the nation's principal conservation agency, DOI has jurisdiction over approximately 450 million acres of public land. The department fosters sound use of our land and water resources, protects our fish, wildlife and biological diversity, and preserves the environmental and cultural attributes of our national parks and historical places. Further, the department has responsibility for Native American reservation communities and people who live on other island territories owned by the United States.

### Organization

The Department of Interior was established in 1849 to administer certain responsibilities of the federal government's internal affairs. The department has since evolved into the nation's principal conservation agency. The secretary of the DOI has overall responsibility for the

department and is assisted by a deputy secretary. These two principal officers are supported by traditional staff functions and several other programmatic organizations. The DOI employs 76,700 full time equivalent (FTE) employees that are located at more than 700 U.S. sites. DOI's operating budget for FY94 is approximately \$7.6 billion with a FY1994 IT budget of \$490 million. The organization of the DOI is depicted in Exhibit 1.

### Key Program Activities

The following program activities, under the secretary, are responsible for the major functions performed by DOI.

*a. Fish and Wildlife and Parks.* The Assistant Secretary for Fish and Wildlife and Parks is responsible for programs associated with the development, conservation and utilization of fish, wildlife, recreation, historical and national park system resources. These responsibilities are carried out through the U.S. Fish and Wildlife Service and the National Park Service.

## Exhibit 1

**Department of Interior Organization**

- Secretary of the Interior
- Deputy Secretary
  - Solicitor
  - Inspector General
  - Assistant Secretary for Policy, Management, and Budget and Chief Financial Officer
    - Office of Hearings and Appeals
  - Executive Secretariat
  - Congressional Relations
  - Communications
- Program Activities:
  - Assistant Secretary for Fish and Wildlife and Parks
    - National Park Service
    - U.S. Fish and Wildlife Service
    - National Biological Survey
  - Assistant Secretary for Indian Affairs
    - Bureau of Indian Affairs
  - Assistant Secretary for Land and Minerals Management
    - Bureau of Land Management
    - Office of Surface Mining Reclamation and Enforcement
    - Minerals Management Service
  - Assistant Secretary for Territorial and International Affairs
  - Assistant Secretary for Water and Science
    - U.S. Geological Survey
    - Bureau of Reclamation
    - U.S. Bureau of Mines

Source: U.S. Government Manual, 1993/94

The Fish and Wildlife Service works to protect, conserve and enhance fish and wildlife and their habitats. Service spending supports activities related to the requirements of the Endangered Species Act, resources for scientific research

activities and operations and maintenance activities for the numerous refuges and hatcheries.

The National Park Service administers an extensive system of national parks, monuments, historic sites and recreation areas to protect and conserve their value, as well as foster their reasonable use and enjoyment. Spending by the service supports operations and maintenance of the national parks, professionalization of its workforce and expansion of relationships with states, tribes and local governments.

The National Biological Survey is a new organization under the Assistant Secretary for Fish and Wildlife and Parks. The NBS was created to improve the collection, analysis and understanding of the nation's inventory of plants and animals and their habitats.

*b. Indian Affairs.* The Secretariat for Indian Affairs provides advice to the Secretary of the Interior on matters involving Native Americans and Native American affairs, identifies and acts on issues affecting the policies and programs and coordinates activities between the DOI and other federal agencies that provide services or funding to Native Americans.

The Bureau of Indian Affairs provides to tribes and reservations; community services, educational services, law enforcement, social services and agricultural and mining activities. These services are either provided directly by the BIA or through contracts with native-owned corporations.

*c. Land and Minerals Management.* The assistant secretary is responsible for



programs associated with public land management, onshore and offshore minerals management, mineral data collection and analysis, management of revenues from federally-owned mineral leases and surface mining reclamation and enforcement functions.

The Bureau of Land Management is responsible for the multiple use management of natural resources on some 270 million acres of federally-owned land.

The Office of Surface Mining Reclamation and Enforcement is responsible for programs that protect society and the environment from the present and future adverse effects of coal mining, while allowing access to valuable resources necessary to the U.S. economy.

The Minerals Management Service provides a timely collection and distribution of revenues owed by holders of mineral leases on federal and Native American lands. Furthermore, it manages energy and mineral resources on the nation's outer continental shelf.

*d. Territorial and International Affairs.*

The assistant secretary promotes the economic, social, and political development of U.S. territories. The assistant secretary also provides natural resource and environmental expertise to support U.S. foreign policy.

*e. Water and Science.* The duties of the Assistant Secretary of Water and Science include: management, development and protection of water resources in the 17 Western states; oversight of the department's irrigation drainage water quality program; assessment of the nation's water resources; fostering the orderly and economic private sector use of domestic mineral resources; collection and analysis of mineral resources; geographic information systems research; natural hazards research; direction of the department's research activities.

The U.S. Geological Survey conducts research and provides geologic, topographic, geographic and hydrologic information that contributes to the effective use of natural resources.

The Bureau of Reclamation develops, manages and protects water and related resources. It provides flood control, hydroelectric power, recreation and fish and wildlife benefits.

The Bureau of Mines conducts research and collects information on the economic and environmental impact of minerals and materials extraction and processing.

## Program Budget

The budget of the Department of Interior, by major activity for 1993 through 1995, is displayed in Exhibit 2.

## Exhibit 2

## Department of Interior Program Budgets

Program Activities	FY93 Actual	FY94 Estimated	FY95 Estimated
Bureau of Land Management	677,332	727,649	747,418
Minerals Management Service	198,791	200,683	204,824
Office of Surface Mining	112,163	112,042	111,851
Bureau of Reclamation	338,749	329,853	258,366
U.S. Geological Survey	862,335	885,285	887,651
Bureau of Mines	179,706	175,419	162,821
U.S. Fish and Wildlife Service	635,259	554,526	614,518
National Biological Survey	N/A	199,409	209,298
National Park Service	987,653	1,090,571	1,130,885
Bureau of Indian Affairs	1,450,678	1,585,775	1,595,708
Territorial and International Affairs	81,741	83,907	80,799

Source: Budget of the United States Government: Fiscal Year 1995, February 7, 1994.

Figures in \$ thousands

## Information Technology Budget

The Information Technology budget of the Department Interior for 1993 through 1998 is displayed in Exhibit 3.

## Major Information Technology Acquisition Plans

The following top acquisition plans have been identified by INPUT.

*a. Automated Land and Mineral Record System (ALMRS).* Will modernize the Bureau of Land Management's administrative systems and automate land and mineral records.

*b. Advanced Cartography Systems.* Will provide the USGS with a digital cartographic production and management system.

*c. Offshore Technical Information Management System (TIMS).* Will replace the Minerals Management Service's regional minicomputer systems.

*d. Operations and Maintenance.* Will provide support for computer operations, technical services, software development and maintenance at the Minerals Management Service.

*e. Distributed Information System II (DIS II).* Will provide 32-bit UNIX-based microcomputers to USGS as well as other bureaus within the Department of Interior.

*f. Geographic Information Systems II (GIS II).* Will provide GIS software to operate in UNIX workstation environment.

*g. LAWNET Hardware, Software, and Support.* Will provide the Bureau of Land Management with an automated law enforcement incident reporting and tracking system.

*h. Modernization Engineering and Development Support (MEDS).* Will provide the U.S. Geological Survey with software and systems development, enhancement, management and maintenance.



Exhibit 3

## DOI Information Technology Budget

OMB A-11 Categories	FY1994	FY1995	FY1996	FY1997	FY1998	FY1999
<b>Capital Investment</b>						
Purchase of Hardware	113	118	122	127	131	136
Purchase of Software	19	21	22	23	24	25
Facility or Site	16	5	5	6	6	6
Personnel	205	213	208	203	197	191
<b>Equipment, Rental, Space &amp; Other Operating Costs</b>				3		
Lease of Equipment	4	3	3	1	3	4
Lease of Software	1	1	1	7	1	1
Space	7	6	7	25	7	7
Supplies and Other	21	22	24		25	25
<b>Commercial Services</b>				2		
ADPE Time	2	2	2	14	2	2
Leased Telecom Voice	11	10	12	7	17	20
Leased Telecom Data	7	6	7	53	7	8
Operations & Maintenance	49	51	51	42	54	56
Sys. Analysis Programming Design & Engineering	38	36	39	4	46	49
Studies & Other	4	4	4	4	4	4
Use of Information Technology	3	3	4	521	4	5
<b>Total Information Technology</b>	499	501	512	281	529	539
<b>Total to be Contracted</b>	250	256	268		294	309

All figures in \$ millions

Source: DOI and INPUT

*i. Seismological Data Systems Network Operation and Maintenance.* Will provide the U.S. Geological Survey with operations and maintenance support for the Seismological Data Systems Network.

*j. Support Services to the National Ecology Research Center.* Will provide the Fish and Wildlife Service with support for development, application and transfer of computer-assisted technologies.

*k. Indian Law Enforcement Information Network (INLINE).* Will provide an automated, user-friendly crime recording and reporting system to the Bureau of Indian Affairs.

INPUT has identified several programs at the Department of Interior. Exhibit 4 lists these programs and their status.

Exhibit 4

### Department of Interior Awarded Contracts

Program	Type	Size	Comment
1. Automated Land and Mineral Record System/Modernization (ALMRS)	System Devel.	\$350m 10 yrs	CSC is providing ADP hardware, GIS capable COTS software, telecommunications and professional services to modernize the Bureau of Land Management.
2. Earth Resources Observ. System Data Center (EROS)	Prof Services	\$48m 5 yrs	STX provides operations and scientific support services to the EROS Data Center.
3. Distributed Information System II (DIS II)	Hardware/ Software	\$127m 7 yrs	Data General provides the USGS with hardware, GIS software, maintenance and training.
4. Customer Premise Telecom Hardware (GEONET II)	Comm H/W & Services	\$27m 8 yrs	U.S. Sprint provides the USGS with customer premise telecommunications equipment and network management.
5. Facilities Management	Facil Mgmt	\$2.5m 5 yrs	Remtech Services provides operations and maintenance of two Bureau of Mines' data centers.
6. Interior Dept. Electronic Acquisition System (IDEAS)	Software Development	\$28m 10 yrs	Price Waterhouse will provide the Department of Interior with an electronic acquisition system.
7. Service Support for the National Ecology Research Center	Prof Services	\$9m 5 yrs	TGS Technology supports development, application, and transfer of computer-assisted technologies for inventory, mapping and analysis of wildlife habitats in the Western U.S.
8. Operation and Maintenance of the Seismological Data Systems Network	Prof Services	\$8m 5 yrs	Bendix Field Engineering provides operations and maintenance services to the SDSN.
9. General Land Office Automated Record System (GLOARS)	System Development	\$15m 10 yrs	SAIC has developed and installed a document processing system for the Bureau of Land Management that has automated their land ownership records.

Source: INPUT



## Current IT Activities and Issues at the Department of Interior

1. In response to recommendations made by the National Research Council, the Department of Interior has created the National Biological Survey to develop and manage a National Biotic Resource Information System (NBRIS). NBRIS will provide a distributed compilation of databases designed to make existing biological information more accessible.
2. Within four years, the Interior hopes to automate and integrate all of its procurement operations under one system. The \$28 million project, known as the Interior Department Electronic Acquisition System (IDEAS), will make procurements more efficient and allow contracting officials to focus on contract pricing, negotiations and administration.
3. The National Performance Review (NPR) report has recommended a cross-agency coordinating effort for a national spatial data infrastructure (NSDI). This activity is to be led by DOI and be responsible for coordinating and managing partnerships with private industry along with state and local governments in the definition, collection and dissemination of geographic data. The DOI's accompanying report to the NPR supports this recommendation, and calls for a schedule and funding plan to be submitted to OMB by September 1994. If accepted, this activity will require considerable effort in development of standards and create new IT opportunities and programs.
4. The NPR report identified other recommendations that address basic issues relative to DOI. These include a broad range of actions. DOI has addressed all of the recommendations in its accompanying report. DOI estimates that the benefits of implementing the reinvention recommendations will produce improved customer service, greater efficiency and a better work environment. Those recommendations that can be quantified would collectively result in \$1,605.7 million in new revenues, \$277.5 million in new budget authority and a reduction of 1,471 full-time equivalents over six years.
5. GAO has produced a report that comments on the NPR report. GAO concurs with the NPR recommendations. GAO further states that the recommendations for DOI should provide an infusion of new funding for natural resources management and allow the responsible agencies to operate more efficiently. In addition, GAO states its belief that a number of the recommendations, relative to improved management of DOI resources, also apply to the Department of Agriculture.

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This Research Bulletin is issued as part of INPUT's Federal Information Technology Market Analysis Program. If you have questions or comments on this bulletin, please call your local INPUT organization or Nancy Vesper at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182, (703) 847-6870.



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# Research Bulletin

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## Agency Profile Department of Energy

### Mission

The Department of Energy (DOE) is tasked to provide the framework for a comprehensive and balanced national energy plan through the coordination and administration of the energy functions of the federal government. The department is responsible for ensuring that the United States has sufficient energy to meet its future demands, for articulating these demands and for planning and implementing programs and projects to meet these requirements. Three principal mission areas have been established to support the current administration priorities—Energy Programs, Weapons/Waste Management Programs and Science and Technology Programs.

### Organization

The DOE was established by the Department of Energy Organization Act

and began functioning in October 1977. This act consolidated the major federal energy functions into one cabinet-level department. Major components of the Department of the Interior, as well as components of the Departments of Commerce, Housing and Urban Development and the Navy, as well as functions of the Interstate Commerce Commission, all contributed to this new department. The secretary of DOE has overall responsibility for the department and is assisted by a deputy secretary and under secretary. These three principal officers are supported by traditional staff functions and organizations that report to the secretary. The associate deputy secretary for field management is also a key position within the department.

The DOE employs 20,000 federal and 145,000 contractor employees. For FY1994, DOE's IT budget is \$1.8 billion. The organization of the DOE is depicted in Exhibit 1.

## Exhibit 1

**Department of Energy Organization**

- Secretary of Energy
- Deputy Secretary
- Under Secretary
- Associate Deputy Secretary for Field Management
- General Counsel
- Inspector General
- Assistant Secretaries for:
  - Environment, Safety and Health
  - Human Resources and Administration
  - Fossil Energy
  - Defense Programs
  - Energy Efficiency and Renewable Energy
  - Environmental Restoration and Waste Management
- Administrator, Energy Information Administration
- Directors of:
  - Public and Consumer Affairs
  - Energy Research
  - Civilian Radioactive Waste Management
  - Hearings and Appeals
  - Intelligence and National Security
  - Laboratory Management
  - Nuclear Energy
  - Science Education and Technical Information
  - Economic Impact and Diversity
- Chief Financial Officer
- Chairman, Federal Energy Regulatory Commission

Source: *The U.S. Geological Manual 1993-1994*

A significant number of DOE facilities is managed by universities or corporations under either government-owned, contractor-operated or management and operating contracts.

**Key Mission Activities**

The following personnel/organizations, under the secretary, are responsible for

the major energy functions performed by DOE.

*a. Energy Programs.* The deputy secretary, who also functions as the chief operating officer, is responsible for the energy programs for DOE. The primary focus of these programs is to increase the nation's reliance on clean, economical energy sources. These programs include:

- **Fossil Energy**—performs research and development programs involving fossil fuels—coal, petroleum and gas. A major objective within this area is to provide the technology and knowledge that the private sector can use to complete development and initiate commercialization of advanced processes and energy systems. This research and development is executed through two technology centers located in Morgantown, WV and Pittsburgh, PA.
- **Nuclear Energy**—performs research and development programs involving fission energy—nuclear reactor development, nuclear fuel cycle and space nuclear applications.
- **Energy Information**—collects and analyzes energy data to assist government and nongovernment users in understanding energy trends.
- **Civilian Radioactive Waste Management**—manages funds and programs for recommending, constructing and operating repositories for disposal of high-level radioactive waste and spent fuel.



- **Energy Efficiency and Renewable Energy**—formulates and directs programs to increase the production and use of renewable energy—solar, biomass, wind, geothermal, alcohol fuels, etc., and improves the efficiency of energy use.
- **Power Marketing**—marketing and transmission of electrical power produced at the five federal hydroelectric plants also comes under the management of the deputy secretary. The five federal hydroelectric plants are Alaska, Bonneville, Southeastern, Southwestern and Western Area Power.

*b. Science and Technology Programs.*

The under secretary is responsible for the science and technology programs for DOE. Primary focus in this area is to encourage scientific and technological research and development and the transfer of innovative technologies in domestic and international markets. These programs include:

- **Energy Research**—manages the basic energy sciences, high energy physics and fusion energy research programs; administers and funds university and special research in mathematics and computational sciences and other research not duplicated elsewhere in the agency.
- **Science Education and Technical Information**—develops and implements policy for university and science education programs along with collecting and disseminating information resulting from DOE's research and development activities.
- **Laboratory Management**—manages functions relating to the use of DOE's multiprogram laboratories to assure optimum use of the facilities toward meeting national research and technology development objectives.

*c. Weapons / Waste Clean-Up Programs.*

The under secretary is also responsible for the weapons/waste clean-up programs for DOE. Among the responsibilities is the strong commitment to curb the spread of nuclear weapons to other nations, reduce the size of the nation's nuclear arsenal and clean-up waste that has resulted from many years of nuclear weapons production. The organizations that perform these functions are:

- **Defense Programs**—directs the nation's nuclear weapons research, development, testing, production and surveillance program.
- **Environmental Restoration and Waste Management**—manages the assessment and clean-up of inactive waste sites and facilities and also develops and implements applied waste research and development programs with an objective of finding permanent, cost-effective disposal solutions.
- **Intelligence and National Security**—ensures that technical, analytical and research expertise is made available to the intelligence community; directs the development of plans, policy and procedures relating to arms control,

nonproliferation, export controls and safeguard activities.

## DOE IT Budget

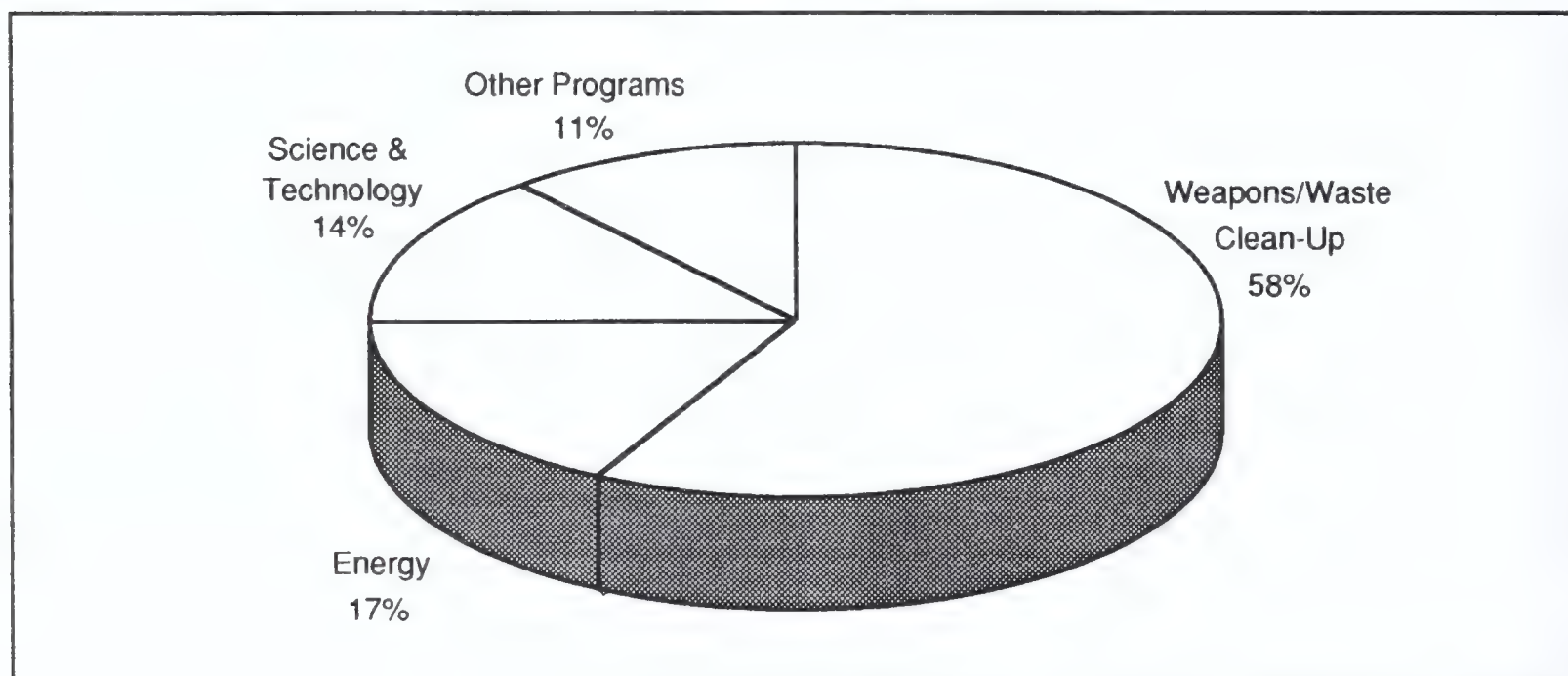
The president's 1995 budget shows a decrease from 1994 in DOE's budget authority from \$18.6 to 18.0 billion. The budget also identifies some program

reductions but no program terminations. Program reductions do not appear to have an impact on IT plans for DOE.

Detailed IT planned expenditures for 1995 are not yet available, but the expenditures planned for 1994 by mission area are shown in Exhibit 2.

Exhibit 2

1994 IT Expenditures by Mission Area



Source: FY 1994-1998 DOE IRM Long-Range Plan

Overall FY94 to FY99 IT budget plans and projections are summarized in Exhibit 3.

The portion of this 1995 IT budget available for contracts is \$1.7 billion.



Exhibit 3

## DOE Information Technology Budget

OMB A-11 Categories	FY1994 Govt. Est.	FY1995 Govt. Fcst.	FY1996	FY1997	FY1998	FY1999
<b>Capital Investment</b>						
Purchase of Hardware	425,059	463,781	478,622	494,895	512,711	531,169
Purchase of Software	102,527	105,194	118,189	119,414	124,430	128,287
Facility or Site	11,233	31,701	32,081	32,531	33,702	34,780
<b>Personnel</b>	<b>111,774</b>	<b>120,155</b>	<b>118,233</b>	<b>115,868</b>	<b>113,087</b>	<b>109,694</b>
<b>Equipment, Rental, Space &amp; Other Operating Costs</b>						
Lease of Equipment	71,949	69,356	70,050	71,451	73,237	75,434
Lease of Software	17,486	18,242	17,512	16,672	15,621	14,434
Space	23,226	23,767	24,076	24,437	24,804	25,176
Supplies and Other	104,101	103,984	113,984	123,313	128,369	129,396
<b>Commercial Services</b>						
ADPE Time	5,492	4,219	4,173	4,093	3,982	3,843
Leased Telecom Voice	77,339	80,010	97,292	117,237	137,519	161,447
Leased Telecom Data	25,850	28,864	29,614	30,444	32,270	34,594
Operations & Maintenance	396,824	416,455	416,871	421,874	432,421	447,555
Systems Analysis Programming Design & Engineering	379,386	392,648	437,017	471,542	512,094	553,062
Studies & Other	134,469	137,887	124,098	122,733	121,260	119,442
Use of Information Technology	0	0	0	0	0	0
<b>Total Information Technology</b>	<b>1,886,715</b>	<b>1,996,263</b>	<b>2,076,691</b>	<b>2,166,403</b>	<b>2,265,507</b>	<b>2,368,312</b>
<b>Total to be Contracted</b>	<b>1,636,381</b>	<b>1,716,656</b>	<b>1,788,439</b>	<b>1,870,354</b>	<b>1,965,545</b>	<b>2,069,266</b>

All figures in \$ Millions

Source: DOE and INPUT

## Major Information Technology Acquisition Plans

The following top program plans have been identified by INPUT through agency planning documents and information technology budget submissions.

*a. Integrated Voice/PBX System.* This program is to provide an integrated voice and data system allowing for end-to-end digital connectivity to enhance communication capability and replace the current leased PBX system. The requirement is for the Fermi Lab. The RFP is expected 3QFY94.

*b. Computer and Telecom Services.* This program is to provide ongoing, on-site support for the Bonneville Power Administration. UNISYS is the incumbent. The RFP is expected in late 1994.

*c. Facilities Management.* The Nevada Operations Office has an ongoing requirement for support and operation of the central computer complex in Las Vegas, NV. The RFP is expected 3QFY94.

*d. Massively Parallel Scientific Computer.* Lawrence Livermore National Laboratory, managed by the University of California, plans the acquisition of a large, massively parallel scientific computer to enhance the

capabilities of the National Energy Research Supercomputer Center. The RFP is expected in May 1994.

*e. KAPL Business Computer System.* The Knolls Atomic Power Laboratory is planning the procurement of an IBM ES/9000 equivalent computer capability to upgrade its current capability. The RFP is expected in April 1994.

*f. ADP Support Services.* This procurement is to provide the Office of Scientific and Technical Information Services (OSTI) with expertise and support in information systems and technology. The OSTI is located in Oak Ridge, TN. SAIC is the incumbent. The RFP is expected in mid-1995.

*g. ADP Support Services.* This procurement is to provide the Federal Energy Regulatory Commission (FERC) with on-site support for its Records Information Management System. The FERC is located in Washington, D.C. CDSI is the incumbent. The RFP is expected in 2QFY96.

*h. Scientific Supercomputers.* In support of the Naval Reactor Program, the Knolls and Bettis Atomic Power Laboratories are planning a scientific supercomputer procurement. Interested companies were asked to respond to a CBD in January 1994. The procurement is planned for FY96.



## Current Activities and Issues at DOE

While Admiral Watkins was secretary of DOE, he initiated several changes. One change was a consolidation of the IRM planning for DOE. The current IRM plans reflect this change which essentially had the IRM function reinvent the way it did its planning. The result is a consolidated plan for all of DOE's IRM activities, which the department plans to continue. Another change initiated was to have all IT procurements come under the FAR Procurement Regulations. Significant progress has been made in this area, but there are still activities, particularly those associated with the contractor-managed facilities, that do not adhere to this requirement. This accounts for the discrepancy between the IT budget and the accounting for all the IT expenditures.

Within the past year, GAO again reviewed DOE's procedures for contracting out services. This included all services, not just IT-related work. GAO's concern is that DOE is not doing the proper cost justification between in-house and contractor support for support services. This could impact, over time,

the amount of IT service support work that DOE contracts.

Another factor that may affect contracted work is the overall cut back in some of the basic research areas that DOE has traditionally done. Several of the laboratories are looking for additional/new missions and areas to pursue. This may cause industry to see additional competition from government facilities for work traditionally contracted to industry.

As a part of its 1994 IRM planning, DOE did an assessment of technologies. This assessment was a collaboration between the IRM and Energy research personnel. The assessment reviewed 17 technologies. Their report overwhelmingly supports networking and distributed computing as two key technologies; acknowledges that portable and pocket computers contribute further to the need for global networking, as do the use of workstations and administrative systems. Their report further identifies software development, due to the growth in complexity, as possibly the greatest challenge facing DOE. This report also acknowledges that new techniques are required for creating and managing ever-larger scientific databases.

## Other Items of Interest

DOE's delegation of procurement authority (DPA) is \$15 million for full and open and \$1 million for sole source procurements.

During FY 1993, there were four IT-related protests filed against DOE. Of those four protests, one was denied, two were settled and one was withdrawn.

DOE is anxious to use the "simplified procurement threshold." DOE will no doubt be one of the first to use this new procurement threshold when it becomes available.

DOE operates a number of laboratories, but the nine multipurpose laboratories where the majority of the research and development and IT expenditures occur are:

Argonne National— University of Chicago

Brookhaven National—Associated Universities, Inc. (a consortium of more than 40 universities)

Idaho National Engineering—EG&G Idaho, Inc.

Lawrence Berkeley—University of California

Lawrence Livermore National—University of California

Los Alamos National—University of California

Oak Ridge National—Martin Marietta Energy Systems, Inc.

Pacific Northwest—Battelle Memorial Institute

Sandia National—AT&T Technologies, Inc.

Information reported to the Federal Procurement Data Center identifies 38 companies currently doing business in the IT area with DOE. The three largest in dollar volume are SAIC, BDM and CDSI.

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This Research Bulletin is issued as part of INPUT's Federal IT Market Analysis Program. If you have questions or comments on this bulletin, please call your local INPUT organization or Chris Forest at INPUT, 1953 Gallows Road, Vienna, VA 22182, (703) 847-6870.



# Research Bulletin

A Publication from INPUT's Federal IT Market Analysis Program

Vol. III, No. 10

June 1994

## Agency Profile—NASA

### Mission

The National Aeronautics and Space Administration develops, constructs, tests, and operates aeronautical and space vehicles and conducts research to investigate aeronautical travel inside and outside the earth's atmosphere. Further, it coordinates the use of scientific and engineering resources for intranational and international research efforts in space exploration.

### Organization

NASA was established in 1958 to act as the nation's premiere space exploration agency. As of January 1994, NASA employed roughly 24,000 people, down 1,000 from a year ago. Twenty-three percent (23%) of NASA's employees are located in the Washington, D.C. metropolitan area, at either the Headquarters in Washington, D.C. or the Goddard Space Flight Center (GSFC) in Greenbelt, Maryland. NASA has nine primary installations throughout the U.S. that support seven major program activities. NASA's organization is presented in Exhibit 1.

### Key Program Activities

*a. Space Systems Development*—Provides operational space systems to aid in optimum utilization and exploration of space.

*b. Space Communications*—Provides tracking and relay services as well as data acquisition for manned and unmanned spacecraft. Provides operational and administrative communications, unmanned spaceflight scheduling and control, data acquisition and processing and telecommunications management.

*c. Advanced Concepts and Technology*—Pioneers innovative, customer-focused space concepts and technologies leveraged through industrial, academic and government alliances.

*d. Life and Microgravity Sciences and Applications*—Provides planning, development, integration and operations support for science payloads on spacecraft. Establishes standards and requirements for design,

development and operation of human space flight systems and facilities.

*e. Mission to Planet Earth*—Studies the global climate of the Earth and its integrated functioning as a system. Includes development and management of remote sensing satellites and instruments, aircraft and ground measurements and research, as well as data and information systems needed to support its objectives.

*f. Space Flight*—Provides safe, assured, and economic transportation to and from space for people and cargo. Operates inhabitable space facilities to enhance scientific knowledge, support research and development and enable commercial activity.

*g. Aeronautics*—Conducts programs that develop advanced technology to further advances in aeronautics and transatmospherics.

Exhibit 1

## NASA Organization

Administrator

Deputy Administrator

Staff Functions

*Program Functions:*

- Space Systems Development
  - Headquarters, Washington, DC
  - Space Station Freedom, Reston, VA
  - Johnson Space Center, Houston, TX
  - Marshall Space Flight Center, Huntsville, AL
  - Stennis Space Center, St. Louis, MO
- Space Communications
- Advanced Concepts and Technology
- Life and Microgravity Sciences and Applications
- Mission to Planet Earth
  - Goddard Space Flight Center, Greenbelt, MD
- Space Flight
  - Headquarters, Washington, DC
  - Johnson Space Center, Houston, TX
  - Kennedy Space Center, KSC, FL
  - Marshall Space Flight Center, Huntsville, AL
  - Stennis Space Center, St. Louis, MO
- Aeronautics
  - Headquarters, Washington, DC
  - Ames Research Center, Moffett Field, CA
  - Langley Research Center, Hampton, VA
  - Lewis Research Center, Cleveland, OH
- Space Science
  - Jet Propulsion Laboratory, Pasadena, CA

Source: U.S. Government Manual, 1993-94

## NASA Program Budget

Due to efforts to reduce Federal spending, NASA is expected to experience low budget growth in the next five years. NASA's budget is presented in Exhibit 2.



Exhibit 2

**NASA Congressional Budget**

Program Area	1993 actual	1994 est.	1995 est.
Human Space Flight	6,672,000	6,069,700	5,719,900
Science, Aeronautics, and Technology	4,894,400	5,847,300	5,901,200
Mission Support	2,727,414	2,619,008	2,662,900
<b>Total</b>	<b>14,293,814</b>	<b>14,536,008</b>	<b>14,284,000</b>

*All figures in \$ thousands**Source: Budget of the U.S. for FY95, February 7, 1994.***NASA's IT Budget**

Despite slow growth in NASA's program budget, reduced staffing levels and the impact of the National Performance Review, recommendations are expected to increase spending on commercial

services. NASA's IT budget is expected to grow at a compound annual growth rate of 3.5% for 1994-1999. NASA's IT budget by program activity is presented in Exhibit 3. IT spending by service is provided in Exhibit 4.

Exhibit 3

**NASA's Information Technology Budget by Program Activity**

Program Area	FY1994	FY1995	FY1996	FY1997	FY1998	FY1999
Space Flight	657,800	663,400	684,700	703,200	723,800	741,900
Space Communications	303,300	323,400	320,300	347,900	325,200	331,700
Aeronautics	270,700	296,500	292,100	301,200	322,600	337,100
Advanced Concepts and Technology	36,100	36,100	37,900	38,800	39,300	40,100
Space Science	78,300	80,700	66,000	58,500	58,500	59,900
Mission to Planet Earth	198,700	239,200	261,700	284,700	273,200	273,200
Life and Microgravity Sciences and Applications and Space Systems Development*	455,500	465,900	445,600	390,600	408,900	395,700
Headquarters Institution	121,400	129,300	96,600	111,200	95,500	95,500
Safety and Mission Assurance	6,500	7,100	7,500	7,500	7,100	7,100

*All figures in \$ thousands**Source: NASA, INPUT*

Exhibit 4

### NASA's Information Technology Budget by Service

OMB A-11 Categories	FY1994	FY1995	FY1996	FY1997	FY1998	FY1999
<b>CAPITAL INVESTMENT</b>						
Purchase of Hardware	375	383	390	398	406	410
Purchase of Software	61	62	62	63	64	64
Facility or Site	32	32	33	33	33	33
PERSONNEL	121	119	116	114	110	108
<b>EQUIPMENT, RENTAL, SPACE &amp; OTHER OPERATING COSTS</b>						
Lease of Equipment	56	57	57	58	58	58
Lease of Software	22	21	20	19	17	16
Space	5	5	5	5	5	6
Supplies and Other	32	33	35	36	36	36
<b>COMMERCIAL SERVICES</b>						
ADPE Time	39	38	38	37	35	35
Leased Telecom Voice	21	24	27	32	36	40
Leased Telecom Data	31	31	32	34	37	41
Operations & Maintenance	509	510	519	529	547	564
Sys Anal Programming Design & Engineering	635	685	739	803	867	937
Studies & Other	89	80	79	78	77	77
Use of Information Technology	86	95	106	117	129	143
<b>TOTAL INFORMATION TECHNOLOGY</b>	<b>2,113</b>	<b>2,175</b>	<b>2,256</b>	<b>2,355</b>	<b>2,460</b>	<b>2,568</b>
<b>TOTAL TO BE CONTRACTED</b>	<b>1,924</b>	<b>1,986</b>	<b>2,067</b>	<b>2,167</b>	<b>2,275</b>	<b>2,389</b>

All figures in \$ millions

Source: NASA, INPUT



## Major IT Acquisition Plans

The major acquisitions planned by NASA are summarized below.

*a. Systems Engineering and Analysis Support (SEAS)*—Will provide the GSFC with engineering, analysis and implementation of system hardware along with enhancement of software.

*b. Information and Resource Management Support Services (IR&M)*—Will provide the headquarters with development, implementation and maintenance of ADP and telecommunications systems.

*c. Safety, Reliability, Maintainability, and Quality Assurance (SRMQA)*—Will provide the JSC with quality assurance services in support of several projects.

*d. Test and Technical Services Contract (TTSC)*—Will provide the SSC with system testing, data support, software development and other support services.

*e. Engineering and Technical Services*—Will provide product assurance and quality engineering support to the Office of Flight Assurance at GSFC.

*f. Master Programming Contract Recompensation*—Will provide the ARC with programming support for software used in flight research.

*g. Engineering Support Services*—Will provide the MSFC with engineering support for systems analysis, integration, avionics and other activities.

*h. NAS Processing System Network Processor 4 (NPSN 4)*—Will provide a supercomputer and its associated hardware, software and support at the ARC.

*i. Technology Support Services*—Will provide equipment and facilities management to aerospace research and flight projects at LaRC.

*j. Scientific and Technical Information Facility Management (STIF)*—Will provide maintenance, management and operation of the STIF in Linthicum, Maryland.

*k. Tracking and Data Relay Satellite System II (TDRSS II)*—Will provide three additional satellites for the Tracking and Data Relay Satellite System.

*l. Systems Integration for the Space Shuttle*—Will provide systems integration support to the Space Shuttle Program.

*m. Computation Services and Facilities Operation*—Will provide maintenance, operation, equipment to the MSFC's Slidell Computer Complex.

## NASA IT Contracts

Current major contracts are summarized in Exhibit 5 and the top five contractors, by NASA site, are illustrated in Exhibit 6.

Exhibit 5

**NASA Contracts**

<u>Program</u>	<u>Type</u>	<u>Size</u>	<u>Comment</u>
1. Mass Buy for Scientific and Engineering Workstations (SEWP)	Hardware, Software	\$100m 5yrs	Sun Microsystems, Hewlett-Packard, GTSI, IBM, Silicon Graphics, Harris and Unisys provide high-performance workstations and associated software. Awarded in 1993.
2. Master Programming Contract	S/W Devel.	\$86m 5yrs	Sterling Software provides the Ames Research Center (ARC) with software programming and analysis support. Awarded in 1990.
3. Computational Capability Resources	HW, SW, & Svcs.	\$91m 7yrs	Sterling Software provides system capability services, hardware and software to the ARC. Awarded in 1992.
4. NAS Processing System Network - Processor 3	HW, SW, & Svcs	\$65m 7yrs	Cray Research provides the ARC with a supercomputer and associated hardware, software and services. Awarded in 1992.
5. Engineering Analysis and Data System (EADS II)	HW, SW, & Svcs.	\$129m 8yrs	Cray-Grumman, a joint venture, provides the Marshall Space Flight Center (MSFC) with a replacement supercomputer, associated hardware, software and services. Awarded in 1992.
6. Training Systems Center	Sys Integ.	\$460m 10yrs	Provides the Johnson Space Center (JSC) with systems development, acquisition, installation and testing. Awarded in 1989.
7. Operations ADP	HW, SW & Services	\$191m 8yrs	IBM/Loral provides the JSC with COTS computer systems, peripherals and support services. Awarded in 1991.
8. Earth Observing System Data Information System (EOSDIS) Core System (ECS)	Sys Integ.	\$766m 10yrs	Hughes Information Technology is designing, developing, implementing and testing the ground systems for the Earth Observing System. Awarded in 1993.
9. EOS Data and Operations System (EDOS)	System Dev. & Main.	\$172m 8yrs	TRW is designing, developing, implementing and maintaining a data capture and processing control center for the EOS. Awarded in 1994.
10. Scientific Computer Operations, Maintenance & Communications (SCOMAC)	Facil. Mgmt	\$200m 7.5yrs	CSC provides the Langley Research Center (LaRC) with computer operations, hardware and software maintenance and communications support. Awarded in 1993.



11. White Sands Test Facility Site Support	Prof. Svcs.	\$163m 5yrs	Allied Signal provides the White Sands Test Facility with systems engineering and technical assistance. Awarded in 1993.
12. Information Systems Contract (ISC)	HW, SW & Svcs.	\$342m 5yrs	Grumman provides the JSC with maintenance, data processing, networking and telecommunications support. Awarded in 1992.
13. Engineering Support Services	Prof. Svcs.	\$75m 5yrs	I-NET provides the Kennedy Space Center (KSC) with engineering support services to support aerospace research. Awarded in 1992.
14. Engineering Test and Analysis Support Contract (ETA)	Facil. Mgmt	\$1.14b 7yrs	Lockheed provides the JSC with personnel, equipment, management and materials to support JSC's space flight laboratories. Awarded in 1993.
15. Base Operations Support operation,	Facil. Mgmt	\$1.4b 10yrs	EG&G provides the KSC with management, operation, maintenance and engineering support. Awarded in 1993.
16. Program Information Systems Mission Services (PRISMS)	Sys. Integ. & Operations	\$800m 8yrs	CSC provides the MSFC with systems integration and systems operations support. Awarded in 1994.
17. Scientific, Engineering, Technical, Administrative and Related Services (SETARS)	Prof. Svcs	\$180m 5yrs	NYMA provides the Lewis Research Center (LeRC) with professional and technical services to support research programs. Awarded in 1993.
18. Systems Integration for the Space Shuttle Program	Sys Integ.	\$580m 6yrs	Rockwell International provides systems integration support to the Space Shuttle Program. Awarded in 1989.

Source: INPUT

Exhibit 6

## Top Contractors at NASA

<u>Installation</u>	<u>Contractor</u>	<u>Installation</u>	<u>Contractor</u>
Ames Research Center	1. Sterling Software 2. Cray Research 3. Silicon Graphics 4. CSC 5. Allied-Signal	Goddard Space Flight Center	1. CSC 2. GTE Government Svcs. 3. General Electric Co. 4. Federal Data Corp. 5. Hughes STX
Headquarters	1. Tri-Cor 2. PRC 3. RMS Associates 4. BDM International 5. Booz-Allen & Hamilton	Johnson Space Center	1. Loral 2. Lockheed 3. CSC 4. Rockwell International 5. Grumman
Kennedy Space Center	1. McDonnell Douglas 2. HFSI 3. I-NET 4. Digital Equipment Corp. 5. R&E Electronics	Langley Research Center	1. Unisys 2. Cray Research 3. Lockheed 4. Govt. Micro Resources 5. Wyle Laboratories
Lewis Research Center	1. Sverdrup Technologies 2. RMS Technologies 3. Cray Research 4. Cortez III Service Corp. 5. Analex Corp.	Marshall Space Flight Center	1. Boeing 2. CSC 3. Grumman 4. Rockwell International 5. Cray Research
Stennis Space Center	1. Johnson Controls 2. Sverdrup Technologies 3. Lockheed 4. Hilton Systems 5. Bell South Corp.		

Source: INPUT



## Implications of National Performance Review

The NPR report, released in September 1993, made five broad recommendations for NASA to reduce bureaucracy, cut costs and improve efficiency.

1. NASA should improve its contracting practices through the following: 1) more careful selection of contract type 2) more effective use of Award Fee contracts 3) increased purchasing of data rather than hardware and 4) increased utilization of Cooperative Research and Development Agreements.

2. NASA should increase technology transfer efforts and eliminate barriers to technology development. Protection should be given to useful technologies developed by NASA contractors. Additionally, to facilitate technology transfer, training should be provided to NASA employees, 10-20% of NASA's R&D budget should be for technology partnerships, technology transfer decisions should be decentralized to the center level and efforts to form partnerships with state and local governments, as well as small businesses, should be increased.

3. NASA should increase its efforts to coordinate with the U.S. civil aviation industry to ensure the full development of promising technologies, to increase industry involvement in all phases of R&D and to improve NASA's responsiveness to industry needs through improved communication.

4. NASA should strengthen and restructure its management for the Space Station Program and NASA-wide. The Space Station Program should be overhauled by reducing the number of contractor personnel 30% and redirecting 1,000 government personnel. As a whole, NASA should take steps to streamline management practices, flatten its organization, reduce its management staff by 1,000 FTE's and establish clear lines of authority. The NPR further recommends that roughly 85% of NASA's budget be directed to contractors.

5. NASA should clarify its goals and objectives for the Mission to Planet Earth (MTPE) program. Additionally, innovative management practices and streamlined procurement methods should be implemented to assure the cost effectiveness of the MTPE.

## NASA Issues

1. In response to political pressures to reduce costs, NASA is consolidating the activities of five data centers into one location at the Marshall Space Flight Center. The consolidation is expected to save \$50 million over the next five years and may serve as a prototype for future NASA data center consolidations.

2. NASA is undergoing significant change as it attempts to reinvent many of its business practices. One of the challenges NASA is addressing is adjusting its IT requirements such that most can be satisfied by commercial software products rather than custom development.

3. NASA is struggling to redefine its mission to achieve public acceptance like it enjoyed in the 1960's. Such acceptance and support will be necessary to turn around the trend of reduced budgets at the agency.

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# Research Bulletin

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## Agency Profile

### Internal Revenue Service

#### Mission

The Internal Revenue Service (IRS), a Department of Treasury organization, is responsible for collecting the proper amount of tax revenue at the least cost to the public. Additionally, it is responsible for administering and enforcing the internal revenue laws and related statutes, except those relating to alcohol, tobacco and firearms.

#### Organization

The IRS was established in 1862 under the auspices of the Department of Treasury. It is administered by the Commissioner of Internal Revenue. Approximately 130,000 people are employed by the IRS nationally.

The IRS has three organizational levels: the National Office; the Regional Offices; and the District Offices. The National Office, located in Washington, DC, develops nationwide policies and programs to administer internal revenue

laws and establish the overall direction for the field organizations. The Martinsburg Computing Center in West Virginia and the Detroit Computing Center in Michigan are also part of the National Office.

There are seven regional offices, each administered by a Regional Commissioner, which supervise the operations of the 62 district offices. The IRS organization is displayed in Exhibit 1.

#### Major Program Activities

Several major program activities have been identified by INPUT.

*a. Administration and Management—* Provides for the overall planning and direction of the IRS, for management of the Service's financial resources and procurement programs and for the conduct of internal audits and internal security investigations.

*b. Processing Tax Returns and Assistance*—Provides for tax return and other related document processing, data processing for statistical compilation and assistance to taxpayers necessary for them to correctly file and pay their taxes.

Exhibit 1

### IRS Organization

Commissioner of Internal Revenue  
Deputy Commissioner of Internal Revenue

#### Staff Support Functions

- Chief Counsel
- Collection
- Criminal Investigation
- Employee Plans and Exempt Organizations
- Examination
- Finance and Comptroller
- Procurement
- Human Resources and Support
- Taxpayer Services
- International
- Planning and Research
- Returns Processing
- Information Systems Development
- Information Systems Management

#### Regional Offices

- Central—Cincinnati, Ohio
- Mid-Atlantic—Philadelphia, Pennsylvania
- Midwest—Chicago, Illinois
- North Atlantic—New York, New York
- Southeast—Atlanta, Georgia
- Southwest—Dallas, Texas
- Western—San Francisco, California

Source: U.S. Government Manual, 1993-94

*c. Tax Law Enforcement*—Provides for the examination of tax returns and the administrative and judicial settlement of taxpayer appeals of examination findings.

*d. Information Systems*—Provides for service-wide data processing support,

including evaluation, development, and implementation of computer systems, software and hardware requirements.

### Program Budget

Spending on information systems by the IRS is growing more rapidly than the IRS overall program budget. The IRS' budget by program activity is presented in Exhibit 2.

### Information Technology Budget

The information technology budget of the IRS is expected to grow at a compound annual growth rate (CAGR) of 6% from FY94-99. However, due to reductions in spending on personnel, the contracted-out portion of the budget is expected to grow at a CAGR of 10%. The IRS' information technology budget is presented in Exhibit 3.

### IRS IT Opportunities

The following contract opportunities have been identified by INPUT to indicate the current procurement activity at the IRS. The list does not represent the entire number of programs in the planning or procurement process.

*a. Maintenance of the Distributed Input System (DIS).* The DIS processes all tax returns and documents. The contractor will be required to maintain and repair the DIS. Motorola Computer Systems is the incumbent on this program. Proposals for the recompetes were due 3 May 1994. INPUT anticipates the award will be made by YE94.

*b. Communications Replacement System Hardware and Software Maintenance.* Will provide maintenance of the



## Exhibit 2

## IRS Program Budget

Function	FY93 (act.)	FY94 (est.)	FY95 (est.)
Administration and Management	157	171	233
Processing Tax Returns	1,633	1,721	1,529
Tax Law Enforcement	3,836	3,974	3,944
Information Systems	1,479	1,485	1,760

in \$ millions

Source: Budget of the U.S., FY95

Communications Replacement System hardware and software at over 700 IRS locations. Sysorex Information Systems is the incumbent on this recompute. Proposals for this program are due 15 September 1994.

*c. Treasury Department Acquisition II (TDA II).* Will provide COTS microcomputers, notebook computers, printers, and peripheral devices to the IRS and other agencies in the Department of Treasury. The TDA I contract is currently in the source selection phase. Award is anticipated by October 1994. TDA I will be a one year with one year option. TDA II is expected to have a one year overlap with TDA I and that RFP should be out before YE94. Both of these programs are follow-on to DMAC II. Sysorex is the DMAC II contractor and the estimated value of that contract is \$50M.

*d. Voice Response System.* Will provide a system to automate call distribution through voice response equipment. The IRS expects to release a draft RFP before the end of September 1994. The estimated value of this program is between \$10-20M.

*e. Software Development Environment II (SDE II).* Will provide workstations, CASE tools, maintenance, and training to support the software development activities in the Tax Systems Modernization. This program is currently undergoing internal review. If it does proceed, its estimated value is \$50M.

*f. Service Center Support System (SCSS).* Will modernize, upgrade and maintain the computer systems at IRS service centers. BAFOs for this procurement should be requested by December 1994 and an award in the spring of 1995. The total value of this program is estimated over \$2B.

*g. Disabled Employee Support Acquisition Contract (DESAC).* Will provide adaptive technology and support services for disabled Department of Treasury employees. Industry sources estimate the value of this program at \$89M. This procurement is a small business set-aside and should be awarded this fall.

*h. Treasury Information Processing Support Services (TIPSS).* Will provide information systems services, information engineering, telecommunications and security

services, technical financial services, acquisition support and imaging services to the IRS. CBIS is the incumbent for this program. The bids for the recompet

were due 1 March 1994 and INPUT expects the award to be made by November.

Exhibit 3

### IRS Information Technology Budget

A-11 Categories	1994	1995	1996	1997	1998	1999
Capital Investments						
Hardware	290	473	489	505	523	542
Software	43	71	77	81	84	87
Site	58	62	62	63	66	68
Personnel	618	636	626	613	598	581
Equipment, Rental, Space & Other Operating Costs						
Lease of Equipment	13	13	13	13	14	14
Lease of Software	1	1	1	1	1	1
Space	75	73	74	75	76	77
Supplies and Other	69	72	79	85	89	90
Commercial Services						
ADPE Time	4	4	4	4	4	3
Leased Voice Telecom.	116	122	140	161	192	228
Leased Data Telecom.	98	101	104	107	113	121
Operations and Maintenance	196	228	228	231	236	245
Systems Anal, Prog., Des.	210	247	275	297	322	351
Studies and Other	19	27	28	30	33	34
<b>Total IT Budget</b>	<b>1,811</b>	<b>2,129</b>	<b>2,199</b>	<b>2,267</b>	<b>2,351</b>	<b>2,442</b>
<b>Contracted-Out</b>	<b>991</b>	<b>1,287</b>	<b>1,358</b>	<b>1,430</b>	<b>1,522</b>	<b>1,627</b>

in \$ millions

Source: INPUT and Treasury



## IRS IT Contracts

Current major contracts are summarized in Exhibit 5 and the top 5 contractors are illustrated in Exhibit 6.

Exhibit 5

### Major IRS IT Contracts

Program	Type	Size	Comment
1. Treasury Multiuser Acquisition Contract (TMAC)	Hardware	\$1.4b 7 yrs.	AT&T/NCR provide the IRS and other Treasury agencies with workstations, CPUs, LAN equipment, and support. Awarded 1991.
2. Integrated Collection System (ICS)	H/W, S/W & Prof. Svcs.	\$350m 7 yrs.	Loral FSC (previously IBM) provides the IRS with processing capabilities to automate and integrate the Automated Collection System and the Service Center Replacement System. Awarded in 1990.
3. Corporate Systems Modernization/Mirror Image Acquisition (CSM/MIA)	H/W, Maint. & Support	\$85m 8 yrs.	Vion Corp. provides the IRS with IBM-compatible mainframe equipment, maintenance, and support services. Awarded in 1994.
4. Printer Replacement to Integrate New Tools	Hardware	7 yrs.	Federal Data Corporation provides the IRS with a high speed, non-impact printing system. Awarded in 1994.
5. Service Center Recognition/Image Processing System (SCRIPS)	H/W, S/W & Support	\$90m 8 yrs.	Grumman Data Systems provides hardware, software, training, and support to facilitate application and document processing. Awarded in 1993.
6. Integration Support Contract	Sys. Integ.	\$300m 12 yrs.	TRW provides systems integration for the Tax Systems Modernization. Awarded in 1991.
7. Document Processing System (DPS)	H/W, S/W & Support	\$1.3b 15 yrs.	Loral FSC provides ADP equipment, software, support, telecommunications for electronic tax return conversion and processing. Awarded in 1994.
8. Purchase of Computer Systems	Hardware	\$60m 5 yrs.	The IRS is purchasing ten Unisys 2200s including maintenance and support services.

Source: INPUT

## Exhibit 6

**Top IRS IT Contractors for  
1QCY91-2QCY93**

1. Loral/IBM
2. Unisys
3. Cincinnati Bell Information Systems
4. Sysorex Information Systems
5. Eastern Computers
6. AT&T/NCR
7. TRW
8. General Analytics
9. Cordant (Centel)
10. GC Services

*Source: Federal Procurement Data Center, INPUT*

**Issues at the IRS**

1. The General Accounting Office (GAO) has criticized the IRS on two occasions (September 1993 and March 1994) for its failure to identify specific business requirements and resolve major gaps in technical and management standards for the Tax Systems Modernization. The IRS had promised to address these issues by November 1994. However, according to senior IRS technical staff, the planning documentation will be delayed to allow for further refinement.

2. A House Appropriations Committee reduced the IRS IT budget request by \$500 million to \$1.2 billion. According to a committee staff member, the reduction is merely in response to a House mandate for subcommittees to cut \$1 billion from agencies under their jurisdiction.

3. In response to the IRS' reluctance to test alternative tax collection methods, Republican members of the House Government Operations Subcommittee have threatened to curtail funding for the Tax Systems Modernization. GOP committee members would like the IRS to outsource some portion of its tax collection functions to check their collection efficiency.

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# Research Bulletin

A Publication from INPUT's Federal IT Market Analysis Program

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September 1994

## Agency Profile Social Security Administration

### Mission

The Social Security Administration's (SSA) mission is to administer a national program of contributory social insurance for retired workers and their dependents in an equitable, effective, efficient and responsible manner. Support is also provided to the disabled and dependents of deceased workers. Current workers, employers and the self-employed subsidize the program through present earnings.

### Organization

The SSA was established in 1953 under the auspices of the Department of Health and Human Services. It is administered by the Commissioner of Social Security. Approximately 64,000 people are employed nationally by the SSA.

The SSA is headquartered in Baltimore, Maryland. It is administered through a network of ten regional offices, six processing centers, and more than 1,300 local offices. Each region is responsible for informing citizens of the purposes and provisions of programs; informing citizens

of their rights and responsibilities under the programs; assisting in claims processing and adjudication; and providing other activities that facilitate interaction between the SSA and its customers. The organizational structure of the SSA is displayed in Exhibit 1.

### Major Program Activities

The major programs administered by SSA are:

*a. Federal Old-Age, Survivors and Disability Insurance (OASDI) Program.*

Provides income to individuals and families when workers retire, die, or become disabled.

*b. Supplemental Security Income (SSI) Program.* Provides a federally-financed floor of income for aged, blind and disabled individuals who meet established income and resource requirements.

SSA shares administration of the Black Lung program with the Department of Labor. Local SSA offices assist the Health

## Exhibit 1

**SSA Organization**

Commissioner of Social Security  
Principal Deputy Commissioner

- Deputy Commissioner of Finance Assessment and Management
- Human Resources
- Deputy Commissioner of Operations
- Deputy Commissioner of Policy and External Affairs
- Deputy Commissioner of Programs
  - Disability
  - Retirement and Survivors Insurance
  - Supplemental Security Income
  - Chief Actuary
- Deputy Commissioner of Systems
  - Information Management
  - Systems Planning and Integration
  - Telecommunications
  - Systems Design and Development
  - Systems Operations
  - Systems Requirements

*Source: U.S. Government Manual, 1993-94*

Care Financing Administration by enrolling and assisting individuals in filing for Medicare benefits.

**Information Technology Budget**

The Social Security Administration is in the process of modernizing its technological infrastructure. The primary component of the SSA's modernization effort will be the acquisition of microcomputers, off-the-shelf software and local-area networks (LANs) for its employees.

As demonstrated by Exhibit 2, the SSA expected most of its spending on the modernization to occur in FY94. However, due to contract delays these dollars are

expected to be distributed more evenly across FY95 through FY99.

The tremendous increase in hardware purchases by the SSA in FY94 gives the impression of an overall decrease in IT spending from FY94 through FY99. However, a closer look at the budget reveals that the SSA will increase spending in all other areas over the five year period with the exception of personnel and software leasing.

**The SSA Modernization and Office of Systems**

The Office of Systems is responsible for developing and implementing the information technology requirements in support of the Social Security Administration's strategic plans. The Office of Systems has developed an Information Systems Plan (ISP) that details the SSA's requirements and its plan for meeting them.

The strategic goals outlined by the ISP for the Office of Systems include the following: maintain service-level commitments; provide improved services; safeguard systems; improve systems efficiency and management effectiveness; and maintain a professional workforce.

The primary focus of the SSA's modernization effort will be to replace its current centralized mainframe computing environment with a distributed, LAN-based architecture. Currently, SSA employees use roughly 40,000 dumb terminals to access data center mainframes. The SSA is seeking to replace these terminals with 85,000 intelligent workstations and 2,500 LANs.



Exhibit 2

## SSA Information Technology Budget

A-11 Categories	1994	1995	1996	1997	1998	1999
<b>Capital Investments</b>						
Hardware	230	53	54	56	58	60
Software	7	13	14	15	15	16
Site	32	48	48	49	51	52
<b>Personnel</b>	250	260	260	250	250	240
<b>Equipment, Rental, Space &amp; Other Operating Costs</b>						
Lease of Equipment	0	0	0	0	0	1
Lease of Software	7	8	7	7	7	6
Space	16	17	17	18	18	18
Supplies and Other	8	13	14	15	16	16
<b>Commercial Services</b>						
ADPE Time	1	2	2	2	2	2
Leased Voice Telecom.	19	20	23	27	32	38
Leased Data Telecom.	1	1	1	1	2	2
Operations and Maintnce.	41	40	40	40	41	43
Systems Anal, Prog., Des.	27	29	32	34	37	41
Studies and Other	0	0	0	0	0	0
<b>Total IT Budget</b>	640	510	510	520	530	530
<b>Contracted-Out</b>	330	170	170	180	190	210

Figures in \$ millions

Source: SSA, INPUT

## SSA IT Opportunities

The following major contract opportunities have been identified by INPUT.

*a. Video Conferencing Program.* The SSA is developing a pilot video conferencing program to facilitate benefit hearings and protest proceedings.

*b. Desktop Video Conferencing System.* Will provide improved communications between field office personnel and off-site medical examiners.

*c. Intelligent Workstation Acquisition I (IWS/LAN I).* Will provide a vehicle for the SSA to purchase 50,000 workstations and 1,500 LANs.

*d. Intelligent Workstation Acquisition II (IWS/LAN II).* Will provide a future vehicle for the SSA to purchase 35,000 workstations and 1,000 LANs.

*e. Mainframe Software Tools.* The SSA will purchase commercial-off-the-shelf (COTS) mainframe tools to interface their current mainframe-based, client/server system.

*f. Nationwide ADP Maintenance Support.* Will provide the SSA with maintenance support to ADP equipment located throughout the nation.

## SSA IT Contracts

Current major contracts are summarized in Exhibit 3 and the top contractors are illustrated in Exhibit 4.

Exhibit 3

### Major SSA IT Contracts

Program	Type	Size	Comment
1. Connectivity Acquisition	H/W, S/W & Services	\$23m 5yrs	IBM provides local-area network hardware, software and support services. Awarded in 1992.
2. Interim Workstation Acquisition	H/W & S/W	\$25m 5yrs	Win Laboratories provides 486 microcomputers, applications and systems software and maintenance support. Awarded in 1993.
3. Mainframe Acquisition Project	H/W & Maint.	\$45m 10yrs	Federal Data Corporation provides mainframe processors, associated equipment and maintenance to support online processing. Awarded in 1993.
4. Integrated Image-Based Data Capture System	Turnkey Sys	\$17m 8 yrs	Computer Sciences Corporation provides all hardware, software, maintenance and training for an off-the-shelf image-based data capture system. Awarded in 1993.
5. Integrated Software Support Services Contract (ISSSC)	Prof. Svcs.	\$68m 5yrs	Martin Marietta provides programmatic and administrative technical support to assist in software development and maintenance. Awarded in 1994.
6. Maintenance of Government-Owned IBM Equipment	Maint. Support	\$2m 5yrs	Unisys provides maintenance support to IBM ADP equipment. Awarded in 1993.

Source: INPUT



## Exhibit 4

**Top SSA IT Contractors for FY1993**

1. Win Laboratories
2. IBM
3. Federal Data Corporation
4. Martin Marietta Corporation
5. Computer Sciences Corporation
6. Unisys Corporation
7. Government Telecommunications
8. Cexec
9. Brown and Company
10. Federal Computer Corporation

Source: Federal Procurement Data Center, INPUT

**Issues at the SSA**

1. The Office of Technology (OTA) has asked Congress to delay release of \$300 million for the SSA's modernization effort. The OTA has indicated that the Administration has not properly planned for the implementation and utilization of the resources it will obtain from the modernization.

2. Senator Moynihan has won presidential support for a bill that will make the Social Security Administration an independent agency. Supporters of the bill hope it will give the SSA some insulation from the political commotion that has afflicted the agency in the past. The program has lost credibility with U.S. citizens for its lack of responsiveness and consistency. The

Administration has had 12 commissioners in the last 17 years. The SSA should become an independent agency, effective March 31, 1995. Under the reorganization, the President will appoint a commissioner to a six-year term.

3. In a November 1993 report to Congress, the GAO criticized the SSA for deterioration of efficiency and quality control in the administration of the disability insurance and supplemental security income programs. Lack of training, personnel and funding for ADP resources were cited as reasons for the deterioration. SSA has initiated major efforts to reengineer its business processes to improve customer support in these areas.

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# Research Bulletin

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## Agency Profile - Department of Veterans Affairs

### Mission

The Department of Veterans Affairs serves as the primary advocate for veterans and their families. It seeks to operate programs to benefit veterans and members of their families in a high quality, cost effective and timely manner. Benefits provided include compensation payments for disabilities or death related to military service, pensions, education and rehabilitation, home loan guaranty, burial, and a medical care program incorporating nursing homes, clinics and medical centers.

### Organization

The Department of Veterans Affairs, originally named the Veterans Administration, was established in 1930. The Department is administered by a presidentially appointed secretary with a seat in the President's Cabinet. Six assistant secretaries provide administrative support to the secretary in carrying out the activities of the administration.

The VA operates three organizations to accomplish its mission: the Veterans Health Administration, the Veterans Benefits Administration and the National Cemetery System.

### Major Program Activities

Several major program activities have been identified by INPUT.

#### *a. Veterans Health Administration*

Through its network of over 850 medical facilities, it provides hospital, nursing home, and domiciliary care, and outpatient medical and dental care to eligible veterans of military service.

*b. Veterans Benefits Administration*

Provides benefits in the areas of compensation and pension, education, vocational rehabilitation, loan guaranty, insurance, and other forms of assistance to U.S. armed forces veterans.

*c. National Cemetery System*

Provides services to veterans and their families by operating national cemeteries; furnishing headstones and grave markers; awarding grants to aid states in developing, improving and expanding veterans cemeteries; and serving as the operations element for the Presidential Memorial Certificate Program.

Exhibit 1

**SSA Organization**

Secretary of Veterans Affairs

Deputy Secretary of Veterans Affairs

Assistant Secretary Activities:

- Finance and Information Resources Management
- Policy and Planning
- Public and Intergovernmental Affairs
- Acquisition and Facilities
- Congressional Affairs

Program Activities:

- Veterans Health Administration
- Veterans Benefits Administration
- National Cemetery System

Source: U.S. Government Manual, 1993-94

**Information Technology Budget**

The current and forecast information technology budget for the periods FY 1994 through FY 1999 is illustrated in Exhibit 2.



Exhibit 2

## VA Information Technology Budget

A-11 Categories	1994	1995	1996	1997	1998	1999	CAGR 94-99
<b>Capital Investments</b>							
Hardware	177	178	184	190	197	204	3%
Software	2	6	6	7	7	7	24%
Site	0	1	1	1	1	1	2%
<b>Personnel</b>	242	247	243	239	234	226	-1%
<b>Equipment, Rental, Space &amp; Other Operating Costs</b>							
Lease of Equipment	9	11	11	11	11	11	4%
Lease of Software	7	7	7	7	6	6	-4%
Space	3	3	3	3	3	3	1%
Supplies and Other	42	42	46	50	52	52	4%
<b>Commercial Services</b>							
ADPE Time	11	11	11	11	10	10	-2%
Leased Voice Telecom.	33	33	38	44	52	62	14%
Leased Data Telecom.	28	27	28	29	30	33	3%
Operations and Maintenance	41	45	45	45	46	48	3%
Systems Anal, Prog., Des.	8	13	14	15	17	18	17%
Studies and Other	13	17	19	20	21	23	11%
<b>Total IT Budget</b>	618	641	655	670	687	703	3%
<b>Contracted-Out</b>	330	348	362	378	398	421	5%

Source: INPUT and VA, in \$million

## VA IT Opportunities

The following major contract opportunities have been identified by INPUT.

a. *VBA Modernization Stage II* - Will provide high technology applications

equipment and software to support user productivity enhancements. An award is imminent.

b. *VBA Modernization Stage III* - Will provide processors, software, and a DBMS

to support centralized applications and electronic data interchange.

c. *Computer Information Centers* - Will provide VA beneficiaries with user-friendly kiosks for access to benefits information.

d. *Hybrid Open System Technology (HOST)* - Will provide the VHA with an environment for testing commercial technologies for use in the VA Medical Center. Successful technologies will be utilized nationwide.

e. *Veterans Automated Assistance Telephone System (VAATS)* - Will provide

a modern telephone system to improve benefits delivery and services to veterans.

f. *Management Studies and Analyses* - Will provide studies and analyses to evaluate Veterans Affairs' infrastructure and business processes.

g. *Veterans Affairs Payroll System* - Will provide a modern automated payroll and human resource management system for all Veterans Affairs employees.

### **VA IT Contracts**

Current major contracts are summarized in Exhibit 3 and the top contractors are illustrated in Exhibit 4.



## Exhibit 3

## Major Veterans Affairs IT Contracts

<u>Program</u>	<u>Type</u>	<u>Size</u>	<u>Comment</u>
1. VBA Modernization Stage 1	H/W, S/W & Support Svcs.	\$206m 8yrs	Federal Data Corporation is providing the VBA with a modernized benefits delivery system based on a commercial-off-the-shelf (COTS) client/server architecture. Awarded in 1992.
2. Integrated Data Communications Utility (IDCU)	Data Comm.	\$84m 10yrs	SAIC provides a packet switched data communications network for the VA. Awarded in 1989.
3. Nationwide Office Automation for the VA (NOAVA)	H/W, S/W & Support Svcs.	\$153m 10 yrs	Lockheed provides hardware, software and services to integrate existing systems and networks for 600 VA locations. Awarded in 1991.
4. Decentralized Hospital Computer Program (DHCP)	H/W, S/W & Tech. Support	\$100m 10yrs	Digital Equipment Corporation provides hardware, maintenance and support of the DHCP. Awarded in 1988.
5. Maintenance of DHCP Equipment	H/W Maint.	\$9m 5yrs	Intersystems Corporation provides maintenance of DHCP software and equipment. Awarded in 1992.
6. Mainframe Systems Replacement Project	H/W & Support Svcs.	\$43m 10yrs	Federal Data Systems Corporation provides replacement mainframes to the Austin Data Processing Center in Texas. Awarded in 1991.
7. Document Management System	H/W, S/W & Support	\$4m 5yrs	Doxsys provides hardware, software and support for a fully integrated document management system. Awarded in 1993.
8. Management Studies & Analyses	IT & Mgmt Studies	\$30m 7yrs	ABT Associates, PRC, Booz-Allen & Hamilton, SAIC and Klemm Analysis Group conduct studies to evaluate the VA's management structure and business processes. Awarded in 1988.
9. Decentralized Medical Management System	Software & Support	\$15m 5yrs	Transition Systems provides software and maintenance support for a commercially developed cost management system. Awarded in 1992.

Exhibit 4

### Top VA IT Contractors for FY1993

- |     |                                    |
|-----|------------------------------------|
| 1.  | Lockheed Corporation               |
| 2.  | Digital Equipment Corporation      |
| 3.  | SAIC                               |
| 4.  | Telcom Systems Services, Inc.      |
| 5.  | Federal Data Corporation           |
| 6.  | American Management Systems        |
| 7.  | Federal Data Systems, Inc.         |
| 8.  | HFSI                               |
| 9.  | Orlando Business Telephone Systems |
| 10. | AT&T                               |

Source: Federal Procurement Data Center, INPUT

### Issues at the VA

The major issue at the VA is to improve its service to its customers. Over the next five years, the department looks to the improvements it can deliver to its customers by improved use of technology, communications and information systems.

The VA has undergone considerable criticism from the GAO relative to its use of IT assets, but a report published last December by the GAO is complimentary on the progress the VA is making in redesigning its business processes and use of technology.

To date, the VA has failed to meet its commitment relative to improving benefit processing time. As a result, it will be the first agency to undergo the GSA's new

time out program. This action by the GSA will limit the effort that can proceed under the Stage II program. The VA has requested that the Center for Naval Analysis do an independent review of its VBA automation plans.

With the current issue on the Stage II program and the departure of several key personnel within the past six to nine months, current activities at the VA will no doubt receive continued focus from Congress and the GAO.

The personnel leaving the VA recently include Bob Woods, who was deputy assistant secretary for IRM, Rhoda Mancher, director of VBA's Office of Finance and IRM, and Ronald Crellin, director of VBA's Information Management and Technology Assessment Service.

Nada Harris has replaced Bob Woods at the VA. She can be reached at (202) 535-8554. Another key contact at the VA is Mark Catlett, assistant secretary for Finance and IRM. He can be reached at (202) 273-5589.

The VA has recently established an on-line electronic bulletin board system available to vendors to assist in tracking procurement information. This system can be accessed long distance by calling (800) SELL 2 VA or locally by calling (202) 233-6971.

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This Research Bulletin is issued as part of INPUT's U.S. Information Services Market Analysis Program.

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# Research Bulletin

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## Agency Profile— Public Health Service

### Purpose

The mission of the Public Health Service (PHS) is to promote the protection and advancement of the nation's physical and mental health. In pursuit of its mission, the PHS coordinates with the states to set and implement policy, supports and conducts medical, biomedical and health services research, creates and enforces laws which assure the safety and efficacy of food and drugs and supports physical and mental health care for American Indians and Alaskan Natives.

### Organization

The Public Health Service was established in 1798. It has since been organized as an agency within the Department of Health and Human Services and its scope of responsibilities has increased over time. The PHS oversees several subagencies and is administered by the Office of the Assistant Secretary for Health. The Office assists the Assistant Secretary for Health and the Surgeon General plan and direct activities of the PHS. The organizational structure of the PHS is provided in Exhibit 1.

### Major Program Activities

Several major program activities have been identified by INPUT.

*a. Agency for Health Care Policy and Research (AHCPR)*

Produces and disseminates significant science and related policy information about the quality, medical effectiveness and cost of health care.

*b. Center for Disease Control and Prevention*

Works to prevent and control disease, injury and disability.

*c. Agency for Toxic Substances and Disease Registry (ATSDR)*

Provides health-related support to states, local agencies and health care providers in public emergencies involving exposure to hazardous substances.

*d. Food and Drug Administration (FDA)*

Protects and promotes health through regulatory programs targeted on food, drugs, biological products, medical devices, radiation emitting products and cosmetics.

*e. Health Resources and Services Administration (HRSA)*

Addresses issues relating to health care resources access, equity, quality and cost to assure the provision of primary health care services and training for health care professionals.

*f. Indian Health Service (IHS)*

Provides a comprehensive health services delivery system for American Indians and Alaskan Natives. Promotes Indian involvement and self-management of IHS resources.

*g. National Institutes of Health*

Pursues biomedical and behavioral research and research training to expand knowledge of living systems and apply knowledge for health improvement in humans.

*h. Substance Abuse and Mental Health Services Administration (SAMSHA)*

Ensures that knowledge, based on science and technology, is effectively used for the prevention and treatment of addictive and mental disorders.

## Exhibit 1

**PHS Organization**

Assistant Secretary for Health

Principal Deputy Assistant Secretary for Health

Surgeon General

## Program Activities:

- Agency for Health Care Policy and Research
- Centers for Disease Control and Prevention
- Agency for Toxic Substances and Disease Registry
- Food and Drug Administration
- Health Resources and Services Administration
- Indian Health Service
- National Institutes of Health
- Substance Abuse and Mental Health Services Administration

Source: U.S. Government Manual, 1993-94

**Program Budget**

The FY1994 budget of the Public Health Service provides for a \$1.7 billion increase for investment in HIV/AIDS research activities at HRSA, substance abuse treatment at SAMSHA and High Performance Computing and Communications (HPCC) activities at the Library of Medicine and NIH. The budgets for the major program areas of the Public Health Service are displayed in Exhibit 2.



Exhibit 2

**PHS Program Budget**

<b>Program Activity</b>	<b>FY1993 (Actual)</b>	<b>FY1994 (Estimate)</b>	<b>FY1995 (Forecast)</b>
Food and Drug Administration	782	873	645
Health Resources and Services Administration	2,576	2,921	3,014
Indian Health Service	1,530	1,646	1,571
Centers for Disease Control and Prevention	1,664	2,052	1,984
National Institutes of Health	10,335	10,965	11,482
Substance Abuse and Mental Health Services Administration	2,039	2,150	2,434
Agency for Health Care Policy and Research	109	135	104
Office of the Assistant Secretary for Health	56	70	70
Agency for Toxic Substances and Disease Registry	N/A	N/A	N/A

*All figures in \$millions**Source: Budget of the U.S. Government for 1995, February 7, 1994***Information Technology Budget**

Political pressure to decrease employment levels will increase the PHS' use of commercial services. As shown in Exhibit 3,

commercial services are expected to jump from 43% in 1994 to 54% in 1999 as a percentage of the Public Health Service's total IT budget.

Exhibit 3

## PHS Information Technology Budget

A-11 Categories	1994	1995	1996	1997	1998	1999	CAGR 94-99 (%)
<b>Capital Investments</b>							
Hardware	83	88	90	94	97	100	4
Software	20	20	22	23	24	24	4
Site	1	1	1	1	1	1	1
<b>Personnel</b>	125	130	130	130	130	130	1
<b>Equipment, Rental, Space &amp; Other Operating Costs</b>							
Lease of Equipment	5	5	5	5	5	5	0
Lease of Software	2	2	2	2	2	2	-4
Space	5	5	6	6	6	6	2
Supplies and Other	15	15	17	18	19	19	5
<b>Commercial Services</b>							
ADPE Time	3	4	4	4	4	3	0
Leased Voice Telecom.	23	27	31	36	43	51	17
Leased Data Telecom.	24	24	25	26	27	29	4
Operations and Maintenance	38	49	49	49	50	52	7
Systems Anal, Prog., Des.	67	75	83	90	97	106	10
Studies and Other	12	12	13	14	15	16	5
Other Significant Use of IT	28	42	46	52	58	66	18
<b>Total IT Budget</b>	451	499	521	543	570	599	6
<b>Contracted-Out</b>	306	347	370	393	422	455	8

Source: INPUT and HHS, in \$millions

## PHS IT Opportunities

The following major contract opportunities have been identified by INPUT.

*a. Communications Support Contract*—Will provide the Centers for Disease Control with modern voice and data networks.



b. *Applications Development Program*

*Recompetition*—Will provide ongoing applications development and maintenance to the National Heart, Lung and Blood Institute.

c. *Commercial Integrated Library*—Will

provide the National Institute of Environmental Health Sciences (NIEHS) with a commercial-off-the-shelf (COTS) integrated library management package.

d. *Computer Equipment, Resources and Technology Acquisition (CERTAN)*—Four

contracts will provide the NIH Division of Computer Research and Technology with modernized hardware and software as well as professional services.

e. *Microprocessor Support Services*—Will provide the Centers for Disease Control with hardware and software maintenance support for more than 10,000 PCs attached to more than 200 networks.

f. *FDA Strategic Information Systems*

*Support*—Will provide the FDA with development and integration support for strategic mission-critical systems.

### PHS IT Contracts

Current major contracts are summarized in Exhibit 4 and the top contractors are illustrated in Exhibit 5.

## Exhibit 4

## Major Public Health Service IT Contracts

Program	Type	Size	Comment
1. Computer Systems Analysis and Programming Services	Prof. Svcs.	\$26m 5yrs	The Orkand Corporation provides the Centers for Disease Control systems analysis and programming support. Awarded in 1992.
2. NCTR ADP Support	Prof. Svcs.	\$25m \$5yrs	R.O.W. Sciences provides research and systems development support, maintenance and computer center operations. Awarded in 1994.
3. Development of Standardized Nomenclature	Prof. Svcs.	\$7m 5yrs	Quintiles provides the FDA with support for the definition of information standards to streamline the drug approval process. Awarded in 1993.
4. Submission Management and Review Tracking System (SMART)	Prof. Svcs.	\$17m 7yrs	SRA provides the FDA with systems analysis and applications development support to streamline the drug approval process. Awarded in 1994.
5. National Practitioner Data Bank (NPDB)	Prof. Svcs.	\$12m 6yrs	SRA provides the HRSA with development and operations support for the NPDB. Awarded in 1994.
6. ADP Support for Cancer Information Dissemination	Prof. Svcs	\$8m 5yrs	United Information Systems provides the National Cancer Institute with computer and network operations support for the International Cancer Information Center. Awarded in 1993.
7. FIP Resources for Central and Scientific Support Services	Prof. Svcs	\$15m 5yrs	Information Systems Networks Corp. provides planning, programming, network operations and maintenance support to the National Institute of Environmental Health Services (NIEHS). Awarded in 1994
8. IMPAC/CRISP Development and Implementation	S/W & Prof. Svcs.	\$16m 5yrs	R.O.W Sciences will modernize database systems supporting the Division of Research Grants. Awarded in 1994.
9. IMPAC/CRISP Modernization Phase III, Oversight	Prof. Svcs.	\$4m 5yrs	Mitre Corporation will provide oversight for the migration of the IMPAC/CRISP modernization. Awarded in 1993.



Program	Type	Size	Comment
10. Import Support for Information Systems (ISIS)	H/W, S/W & Support	\$5m 5yrs	Digital Equipment Corporation provides hardware, software, and support for the FDA's Import Processing System. Awarded in 1991.
11. Information Technology Support Services	Prof. Svcs.	\$4m 4yrs	MIL Corporation provides hardware, software and LAN support as well as ADP training to the Office of the Assistant Secretary of Health. Awarded in 1994.
12. Operations and Maintenance Support	Facil. Mgmt.	\$15m 5yrs	Zimmerman Associates operates and maintains the document control rooms for the Center for Drug Evaluation and Research. Awarded in 1993.
13. ADP Support for the Center for Intramural Research	Prof. Svcs.	\$16m 5yrs	Social and Scientific provides database management programming and information systems consulting. Awarded in 1993.
14. Applications Development Support	S/W Devel.	\$4m 3yrs	Anstec develops and maintains mainframe and microcomputer applications in support of the National Heart, Lung and Blood Institute. Awarded in 1994.
15. Total Systems Contract	H/W, S/W & Prof. Svcs.	\$880m 8yrs	IBM provides mainframe hardware and software and information systems consulting. Awarded in 1988
16. Software Development and Maintenance Support	Prof. Svcs.	\$5m 5yrs	Booz-Allen & Hamilton provides NIH with software development support for the administrative database. Awarded in 1994.
17. Computer Hardware, Software and Support	H/W and S/W	\$25m 5yrs	Severn Companies provides hardware, software and maintenance support to the PHS. Awarded in 1993.
18. ADP Equipment and Maintenance Support	H/W and Support	\$130m 5yrs	Pulsar Data Corporation provides hardware and maintenance support to NIH. Awarded in 1993.
19. Child Support Enforcement Network (CSENET)	Network Svcs.	\$16m 5yrs	IBM provides network operations and support for the Child Support Enforcement Network. Awarded in 1992.
20. PHS Telecommunications Improvement	Telecom. Svcs.	\$100m 10yrs	C&P Telephone of MD provides regional telecommunications services to the PHS. Awarded in 1992.

## Exhibit 5

### Top PHS IT Contractors for FY1993

- |  |
|--|
| <ol style="list-style-type: none"> <li>1. IBM</li> <li>2. Bell Atlantic</li> <li>3. Computer Sciences Corporation</li> <li>4. Computer Based Systems Inc.</li> <li>5. R.O.W. Sciences</li> </ol> |
|--|

Source: Federal Procurement Data Center, INPUT

### Issues at the PHS

1. The Indian Health Service, the Department of Veterans Affairs and health organizations in the Department of Defense are coordinating activities to develop electronic data interchange standards to facilitate and simplify electronic claims processing and interagency records transfer.

2. Although the Congress has expressed continuous concerns that the National Practitioner Data Bank was not performing the services intended, improvements have not occurred. The data bank was created in 1990.

Contract overspending and faulty contract management have been cited as problem areas.

3. The Department of Health and Human Services leads all other departments in distributing federal grants—representing more than half of all outlays. A five-year total of \$4.5 billion is proposed through FY1999 for health care grants to assist states develop health care alliances.

4. As offset to discretionary spending limits, user fees are collected by the Food and Drug Administration. A total of \$338 million is

expected in collections to cover many operating costs and the purchase of IT equipment for the agency in FY1995.

5. Due to improvements in management of finances and programs, the Indian Health Service was removed from the OMB's list of high risk areas in the government for FY1995. No other PHS program was on the high risk list.

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This Research Bulletin is issued as part of INPUT's Federal IT Market Analysis Program. If you have questions or comments on this bulletin, please call your local INPUT organization or Chris Forest at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182, (703) 847-6870.



# Research Bulletin

A Publication from INPUT's Federal IT Market Analysis Program

Vol. III, No. 20

November 1994

## Agency Profile - Federal Bureau of Investigation

### Mission

The Federal Bureau of Investigation (FBI), as part of the Department of Justice, is responsible for gathering and reporting facts, locating witnesses and compiling evidence in cases involving federal jurisdiction.

Specifically, the FBI targets violations in six areas: organized crime, drugs, counter-terrorism, white-collar crime, foreign counterintelligence and violent crimes.

### Organization

The FBI was established in 1908 under the auspices of the Department of Justice. It is administered by the Director of the FBI. The Bureau employs roughly 21,000 full time equivalents.

The FBI is headquartered in Washington, DC. Most of the FBI's investigative personnel are trained at the FBI Academy in Quantico, Virginia. The Bureau's investigations are conducted through 56 field offices. The organizational structure of the FBI is displayed in Exhibit 1.

### Major Program Activities

Several major program activities have been identified by INPUT. Congressional budget levels for these activities are presented in Exhibit 2.

#### *a. Criminal, Security and Other Investigations*

Supports supervision, coordination, management and deployment of field investigations.

#### *b. Law Enforcement Support*

Provides training, forensic laboratories, equipment, reimbursable identification and informational services. Also provides investigative records and communications, ADP and telecommunications and technical field support.

#### *c. Program Direction*

Provides for the management, administrative support, legal, planning, evaluation, inspection and financial functions of the FBI.

## Exhibit 1

**FBI Organization**

Director of the FBI

Deputy Director

Associate Deputy Directors:

- Investigations
- Administration

Functional Divisions:

- Criminal Justice Information Services
- Training
- Administrative Services
- Information Resources
- Intelligence
- Criminal Investigations
- Laboratory
- Legal Counsel
- Inspection

Staff Functions:

- Public and Congressional Affairs
- Liaison and International Affairs
- Quality Management
- Equal Employment Opportunity

*Source: U.S. Government Manual, 1993-94*

**IRM Organization**

Information resources management functions of the FBI have recently undergone a reorganization. Historically, IRM functions have been handled by the Technical Services Division and the Information Management Division. The reorganization has combined

these two divisions into one called the Information Resources Division (IRD).

The FBI operates three major computer centers: the FBI HQ Computer Center in Washington, DC; the Northeast Regional Computer Support Center (NERCSC) in Fort Monmouth, New Jersey; and the Western Regional Computer Support Center (WRCSC) in Pocatello, Idaho. The computer centers and field offices are linked through the Integrated Digital Communications System (IDCS).

**Information Technology Budget**

The large decrease in capital investments from fiscal year 1994-1995 is attributable to the anticipated completion of the FBI's new facility in West Virginia. This facility will serve as the center for Integrated Automated Fingerprint Identification System (IAFIS) operations and has required significant new IT equipment. The decrease in spending as a result of its completion reduces an otherwise healthy growth in information technology spending by the FBI. Additionally, the FBI will receive fee-for-service payments from state and local law enforcement agencies using the National Crime Information Center (NCIC) and IAFIS systems.

The IAFIS and NCIC 2000 programs are expected to generate a significant increase in voice and data communications requirements by the FBI. From 1994-1999, FBI spending for these services is expected to grow 13% and 20%, respectively.



## Exhibit 2

## FBI Program Budget

Function	FY93 (\$M, act.)	FY94 (\$M, est.)	FY95 (\$M, est.)
Criminal, Security, and Other Investigations	1,334	1,431	1,471
Law Enforcement Support	572	659	536
Program Direction	108	104	113
Reimbursable Program	364	288	252
<b>Total Obligations</b>	<b>2,410</b>	<b>2,482</b>	<b>2,372</b>

Source: Budget of the U.S., FY95

**FBI**  
**IRS IT Opportunities**

The following major contract opportunities have been identified by INPUT.

*a. Commercial Scanners*

Will provide scanners and associated software to the FBI.

*b. Freedom of Information/Privacy Act Document Processing System (FDPS)*

Will provide an image-based document processing system for Freedom of Information and Policy Act activities.

*c. FBI-DEA Administrative System*

Will provide a desktop platform that will facilitate interaction between the FBI and the DEA.

*d. Commercial Portable Computers (CPC)*

Will provide the FBI and other DoJ agencies with a vehicle for purchasing portable computers and other portable equipment.

*e. Fingerprint Image Capture System*

Will provide a high speed fingerprint card scanning system to digitize fingerprint records.

**FBI**  
**IRS IT Contracts**

Current major contracts are summarized in Exhibit 4 and the top 10 contractors are illustrated in Exhibit 5.

Exhibit 3

## FBI Information Technology Budget

A-11 Categories	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	1998 (\$M)	1999 (\$M)	CAGR 94-99
<b>Capital Investments</b>	<b>180</b>	<b>73</b>	<b>76</b>	<b>78</b>	<b>81</b>	<b>84</b>	<b>-14%</b>
Hardware	87	50	51	53	55	57	-9%
Software	25	11	11	12	13	13	-12%
Site	66	13	13	13	14	14	-26%
<b>Personnel</b>	<b>35</b>	<b>34</b>	<b>34</b>	<b>33</b>	<b>32</b>	<b>31</b>	<b>-2%</b>
<b>Equipment, Rental, Space &amp; Other Operating Costs</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>13</b>	<b>0%</b>
Lease of Equipment	2	2	2	2	2	2	0%
Lease of Software	5	5	5	4	4	4	-5%
Space	2	2	2	2	2	2	1%
Supplies and Other	4	4	4	5	5	5	6%
<b>Commercial Services</b>	<b>117</b>	<b>115</b>	<b>123</b>	<b>133</b>	<b>145</b>	<b>158</b>	<b>6%</b>
ADPE Time	0	0	0	0	0	0	0%
Leased Voice Telecom.	18	17	20	23	27	32	13%
Leased Data Telecom.	5	14	14	15	16	17	26%
Operations and Maintenance	20	26	26	27	27	28	8%
Systems Anal, Prog., Des.	33	13	29	31	33	35	-11%
Studies and Other	24	27	29	31	33	35	8%
Other Use of IT	17	17	19	22	24	27	10%
<b>Total IT Budget</b>	<b>345</b>	<b>235</b>	<b>246</b>	<b>257</b>	<b>271</b>	<b>287</b>	<b>-4%</b>
<b>Contracted-Out</b>	<b>238</b>	<b>182</b>	<b>192</b>	<b>204</b>	<b>218</b>	<b>234</b>	<b>0%</b>

Source: INPUT and Treasury



## Exhibit 4

## Major IRS IT Contracts

PROGRAM	TYPE	SIZE	COMMENT
1. National Crime Information Center 2000 (NCIC 2000)	System Devel.	\$250m 15yrs	Harris Corp. will provide the development of a mainframe-based system that will distribute criminal information to remote law enforcement personnel. Awarded in 1993.
2. Commercial Intelligent Workstations (CIWS)	Hardware	\$128m 5yrs	Justice Technology Partners (a joint venture between I-Net, Federal Computer Corp., and International Data Products) will provide 9,000 workstations to the FBI. Awarded in 1993.
3. Automated Fingerprint Identification System (AFIS) Phase II	System Devel.	\$30m 2yrs	Martin Marietta, Unisys, and TRW are developing and demonstrating a system to search, transmit and interpret fingerprints. Awarded in 1994. Phase III is currently in evaluation. The 8 year deal is valued at \$200 million
4. IAFIS Identification Tasking Network (ITN)	System Devel.	\$75m 8yrs	PRC is developing and installing a system that will transmit electronic fingerprint images, text and signatures from states to the FBI using the NCIC. Awarded in 1994.
5. IAFIS Integration Support	Systems Integ.	\$24m 7yrs	CTA provides integration support to the IAFIS program. Awarded in 1994.
6. IAFIS Interstate Identification Prof. Svcs. Index (III)		\$30m 8yrs	SAIC will integrate the FBI's arrest records into an integrated database. Awarded in 1994.
7. IAFIS Quality Assurance	Prof. Svcs.	\$3m Unk	H.J. Ford provides independent verification and validation support to the IAFIS program. Awarded in 1994.
8. Justice Commodity Computer and Printer Program (JCCAPP)	Hardware	\$43m 3yrs	NYMA and Dynamic Decisions provide micros to the FBI as well as other agencies in the Justice Dept. Awarded in 1994.
9. Fingerprint Image Conversion Operation (FICO)	Image System	Unk 3yrs	Will provide a system for converting fingerprint cards into high resolution digital images for the IAFIS program. The FBI is currently evaluating bids. An award is expected in December 1994.

## Exhibit 5

**Top FBI IT Contractors for FY 93**

1. Harris Corporation
2. Tisoft
3. Motorola
4. University of California
5. Mnemonic Systems
6. University of Southern California
7. Pulsar Data Systems
8. System Resources
9. User Technology Associates
10. Microelectronics and Computer

Source: Federal Procurement Data Center, INPUT

**Issues at the FBI**

1. As a result of digital technology innovations in the telecommunications industry, the FBI and other law enforcement agencies believe their ability to wire tap and eavesdrop on electronic communications is being jeopardized. However, the telecommunications industry contends that the costs of maintaining electronic monitoring capabilities are significant and would translate into higher prices to consumers.

A digital telephony bill has been recently introduced in Congress that will provide \$500 million in subsidies to industry for costs associated with maintaining electronic monitoring capabilities. However, the telecommunications industry has expressed concern that the \$500 million subsidy will be insufficient to cover the costs of providing the capabilities. Moreover, industry fears the requirements may stem future technological innovations.

2. The new IRM Strategic Plan issued in July 1994 identifies the seven major initiatives that the Director has established to which planning and resources shall be focused. These initiatives are:

- *Advanced Telephony* - encompasses the impact of digital communications on the FBI and other law enforcement agencies, and includes a Technical Support Center and the cost of implementing proposed legislation
- *Emerging Organized Crime* - focuses on emerging organized crime groups in Europe and the former Soviet-bloc and other similar activity
- *Analytical Support for Investigative Programs* - concentrates on the field intelligence, surveillance and analytical support needs of all FBI programs
- *State and Local Investigative and Technological Assistance* - addresses FBI involvement and support of all State/Local task forces, training and information and technical services to the criminal justice community
- *Child Abduction/Serial Murder* - expansion of programs at the FBI Academy, features of NCIC and other support to enhance performance in this area
- *Strengthening/Restoring FBI Infrastructure* - improvements at the FBI academy, technical and computer equipment, aircraft operations and items needed to improve mission performance
- *Improving Efficiency and Effectiveness* - addresses new or improved user fees and fee for service to help fund needed improvements

This Research Bulletin is issued as part of INPUT's U.S. Federal Information Technology Market Analysis Program. If you have questions or comments on this bulletin, please call your local INPUT organization or Chris Forest at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182, (703) 847-6870.



# Research Bulletin

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## Agency Profile - Department of State

### Mission

The Department of State advises the President in the formulation and execution of U.S. foreign policy. The department analyzes the facts relating to American overseas interests, makes recommendations on policy and future action, and takes steps necessary to carry out established policy.

### Organization

The Department of State was established in 1789. It employs 26,000 people worldwide, of which only 10,000 work in the U.S. Roughly 9,000 employees work in the Washington, DC metropolitan area.

The Secretary of State, the principal foreign policy advisor to the President, is responsible for the overall direction, coordination and supervision of U.S. foreign relations. The Secretary is the first ranking member of the President's Cabinet and serves as a member on the National Security Council.

There is one counselor and four undersecretaries supporting the Secretary of State. The organizational structure of the department is presented in Exhibit 1.

### Major Program Activities

Major program activities identified by INPUT are presented below.

#### *a. Counselor*

Conducts special international negotiations and consultations as directed by the Secretary of State.

#### *b. Economic and Agricultural Affairs*

Advises Secretary on formulation and conduct of foreign economic policy, including international trade, agriculture, energy, finance, transportation and relations with developing countries.

#### *c. Political Affairs*

Advises Secretary in formulation and conduct of foreign policy and in the overall direction of the department.

#### *d. International Security Affairs*

Responsible for integrating elements of the Foreign Assistance Program into an effective instrument of foreign policy. Responsible for international scientific and technological issues, communications and information policy and technology transfers.

*e. Management*

Provides guidance for the overall leadership and administration of the Department of State.

## Exhibit 1

**Department of State Organization**

Secretary of State

Deputy Secretary of State

- Counselor
- Undersecretary for Economic and Agricultural Affairs
- Undersecretary for Political Affairs
- Undersecretary for International Security Affairs
- Undersecretary for Management

Source: U.S. Government Manual, 1993-94

**IRM Organization**

The Department's IRM functions are performed at three levels. The Office of Information Management (IM), within the Bureau of Administration, provides central services, policies and direction. Second, numerous functional bureaus throughout the department manage information systems. Third, overseas information management is performed by regional offices, with direction from the central office.

The 1994-1998 IRM Plan identified 10 information technology objectives:

1. Upgrade post-specific infrastructure
2. Focus on business process reengineering
3. Adopt international standards
4. Establish global connectivity
5. Expand bandwidth
6. Increase functionality
7. Leverage existing mainframe assets
8. Reduce environmental and maintenance costs
9. Establish data standards
10. Adopt best business practices of industry

**Information Technology Budget**

The loss of government personnel is expected to increase the Department of State's use of commercial services. Spending on government personnel is expected to decrease by 2% over the next five years, while spending on commercial services is expected to grow 9%. The information technology budget for the Department of State is presented in Exhibit 2.

**Department of State IT Opportunities**

The following major contract opportunities have been identified by INPUT.

*a. Machine Readable Visas*

Will provide support services for a system that controls the integrity, accuracy and issuance of non-immigrant visas.

*b. Travel Document Issuance System (TDIS)*

Will provide software support services for the TDIS.

*c. Consular Lookout and Support System (CLASS)*

Will provide ADP technical support services and linguistic translation support.

*d. State Office Automation Recompensation (SOAR)*

This program will provide a future contract vehicle to supplement the State Department's infrastructure.

**Department of State IT Contracts**

Current major contracts are summarized in Exhibit 3 and the top 5 contractors are illustrated in Exhibit 4.



Exhibit 2

## Department of State Information Technology Budget

A-11 Categories	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	1998 (\$M)	1999 (\$M)	CAGR 94-99
<b>Capital Investments</b>	<b>41</b>	<b>61</b>	<b>64</b>	<b>66</b>	<b>68</b>	<b>71</b>	<b>11%</b>
Hardware	35	55	57	59	61	63	12%
Software	5	5	5	6	6	6	4%
Site	1	1	1	1	1	1	2%
<b>Personnel</b>	<b>191</b>	<b>190</b>	<b>187</b>	<b>184</b>	<b>179</b>	<b>174</b>	<b>-2%</b>
<b>Equipment, Rental, Space &amp; Other Operating Costs</b>	<b>18</b>	<b>18</b>	<b>19</b>	<b>20</b>	<b>21</b>	<b>21</b>	<b>3%</b>
Lease of Equipment	3	3	3	3	3	3	1%
Lease of Software	.02	.02	.02	.02	.02	.02	-5%
Space	4	4	4	4	4	4	1%
Supplies and Other	11	11	12	13	13	14	4%
<b>Commercial Services</b>	<b>90</b>	<b>107</b>	<b>113</b>	<b>119</b>	<b>128</b>	<b>138</b>	<b>9%</b>
ADPE Time	.2	.2	.2	.2	.2	.2	-2%
Leased Voice Telecom.	5	5	5	6	7	8	13%
Leased Data Telecom.	28	28	29	30	31	34	4%
Operations and Maintenance	28	28	28	29	29	30	2%
Systems Anal, Prog., Des.	28	43	48	52	57	62	17%
Studies and Other	.6	2	3	3	3	3	39%
Other Use of IT	.04	.05	.05	.06	.06	.07	12%
<b>Total IT Budget</b>	<b>340</b>	<b>377</b>	<b>383</b>	<b>389</b>	<b>396</b>	<b>403</b>	<b>3%</b>
<b>Contracted-Out</b>	<b>132</b>	<b>170</b>	<b>179</b>	<b>187</b>	<b>198</b>	<b>210</b>	<b>10%</b>

Source: INPUT and State

## Exhibit 3

## Major Department of State IT Contracts

PROGRAM	TYPE	SIZE	COMMENT
1. Software Systems Development Support for the FAIS	Prof. Svcs	\$48m 5yrs	Computer Sciences Corporation provides development and maintenance support for the Foreign Affairs Information System. Awarded in 1991.
2. ADPE Modernization (FEDCAC 101)	H/W & Support	\$56m 7yrs	FDC Technologies provides replacement mainframes and peripheral equipment to modernize the Department of State's ADPE infrastructure. Awarded in 1994.
3. Office Automation and Distributed Systems	H/W, S/W & Support	\$841m 11yrs	Wang Laboratories provides high performance workstations, software, and associated installation, training, and maintenance support services. Awarded in 1990.
4. ADP Support for Consular Lookout and Support System (CLASS)	Prof. Svcs.	\$10m 5yrs	The Orkand Corporation and Language Analysis provide the Bureau of Consular Affairs with a system for checking names across numerous languages for visa and passport processing. Awarded in 1992.
5. Financial Systems Maintenance, Enhancement, & Integration Support	Prof. Svcs	\$50m 5yrs	When awarded, this contract will provide software maintenance, enhancement, integration, and documentation of Department-wide financial systems. Award expected in 1QFY95.
6. Consolidated Telecom. Services for Domestic Installations (CTS)	Telecom. Svcs.	\$122m 10yrs	AT&T provides secure switched voice and data communications for Department of State facilities throughout the U.S. Awarded in 1993.
7. Services to Process Immigrant Visa Applications	Facil. Mgmt.	\$15m 5yrs	Statistica operates and maintains the new National Visa Center at the State Department's Portsmouth Consular Center. Awarded in 1994.
8. Model 204 Software Development and Maintenance	Prof.Svcs.	\$7m 5yrs	Computer Business Methods provides development and maintenance support for the State Department's Model 204 database system. Awarded in 1994.
9. Diplomatic Telecom. Service Value Added Network (DTS-VAN)	Telecom. Svcs.	\$10m 5yrs	Sprint will provide advanced telecommunications services to the Diplomatic Telecommunications Service. Awarded in 1994.



## Exhibit 3 continued

PROGRAM	TYPE	SIZE	COMMENT
10. Programmer Support Services	Prof. Svcs.	\$13m 5yrs	ITT Defense Communications Division provides software programming support. Awarded in 1993.
11. Mail Processing and Handling Services	Prof. Svcs.	\$12m 5yrs	Crosspaths Management Systems provides mail processing and distribution support. Awarded in 1991.
12. Professional, Administrative, and Management Support	Prof. Svcs.	\$200m 5yrs	Dyncorp provides facilities operation and maintenance support. Awarded in 1992.
13. Dept. of State Telephone Equipment Contract	Telecom Svcs.	Unk 10yrs	When awarded, this contract will provide overseas voice and data telecommunications and equipment. Award expected in FY95.

## Exhibit 4

### Top Department of State IT Contractors for FY93

1. Wang Laboratories
2. AT&T
3. DynCorp
4. Statistica
5. Computer Sciences Corporation

Source: Federal Procurement Data Center, INPUT

## National Performance Review Recommendations

The NPR identified three major challenges facing the Department of State that make reinvention necessary: 1) the end of the Cold War and the advent of new global concerns and security priorities; 2) the rising cost of conducting foreign affairs at a time when available resources are diminishing; and 3) the increasing complex inter-agency coordination requirements both in Washington, DC and in the field.

To address these challenges, the department has identified several initiatives related to the above challenges.

### *1. Expand the authority of chiefs of missions overseas*

Managers of field locations should have more autonomy in making management and mission decisions.

### *2. Integrate the foreign affairs resource management process*

To maximize the use of international affairs resources, a strategic management process should directly link foreign affairs priorities to resource allocation.

### *3. Improve State Department efforts to promote U.S. business overseas*

The department should more clearly define its goals for promoting U.S. businesses overseas and coordinate its policies with those of other agencies engaged in export promotion.

### *4. Provide leadership in the department's information management*

Due to the worldwide distribution of the department's assets and personnel, effective information management is crucial to its success. Aggressive leadership and improved coordination are necessary to improve the information management functions.

**5. Reduce mission operating costs**

The department should consolidate administrative support services, deactivate unnecessary Marine Security Guard detachments, and explore alternative models of representation abroad.

**6. The Mexico City Regional Administrative Management Center (RMAC) should be moved to the U.S. and planning should begin for moving the remaining RMACs to the U.S.**

Relocating the RMACs will consolidate redundant activities and allow for centralized control over financial management activities.

**7. Improve collection of receivables**

The department should be more aggressive and maintain better information concerning its receivables.

**Issues at the Department of State**

1. The Office of Management and Budget (OMB) and the General Accounting Office (GAO) have criticized the State Department for its inadequate financial management practices. The department has been given until FY1999 to correct its inefficiencies. The department has undertaken the IFMS project to approach its financial management problems and expects the system to be on-line in FY1996.

2. Another major concern that OMB has expressed is the lack of central authority relative to the information technology activities of the department. For that reason, the information management systems at State have been designated as "high-risk." This, coupled with the real issue of State defining its new method of operating in the post Cold War era, will cause continued churning in State's information technology initiatives for the foreseeable future.

3. Based on an internal study done by State in January 1993 and the National Performance Review, Secretary Christopher has established a State Department Team for Reinventing Government. This team has established cluster groups that are charged with generating ideas and recommendations that will improve service to the public, save money and empower State Department employees. Six reinvention labs have been established that are to address improvements in the following areas: Consular Affairs, Business Facilitation; Diplomatic Security, People Empowerment, Financial Management, and Organizational Management.

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# Research Bulletin

A Publication from INPUT's Federal IT Market Analysis Program

Vol. III, No. 22

November 1994

## Agency Profile - U.S. Coast Guard

### Mission

For the high seas and waters subject to the jurisdiction of the United States, the United States Coast Guard enforces or assists in the enforcement of all applicable federal laws; administers, promulgates and enforces regulations and laws for the promotion of safety; develops, operates and maintains aids to maritime navigation, icebreaking facilities, oceanographic research and rescue facilities; maintains a coordinated environmental program and comprehensive ports and waterways system.

As a branch of the Armed Services, the Coast Guard maintains a state of readiness to function as a part of the Navy in time of war and under presidential direction.

### Organization

The Coast Guard was established in 1915 and became a component of the Department of Transportation in 1967. It employs roughly 5,000 civilian personnel and 38,000 military personnel. It is administered by the Commandant of the Coast Guard.

The Coast Guard's mission is supported by nine program offices and carried out by two regional commands. The organizational structure of the Coast Guard is displayed in Exhibit 1.

### Major Program Activities

Several major program activities have been identified by INPUT. Congressional budget levels for these activities are presented in Exhibit 2.

#### *a. Search and rescue*

The Coast Guard maintains a system of rescue vessels, aircraft and communications facilities to promote safety of life and property in its jurisdiction.

#### *b. Enforcement of laws and treaties*

Enforces applicable laws, treaties and other international agreements in its jurisdiction.

#### *c. Defense readiness*

Maintains a state of combat readiness to conduct anti-submarine warfare, convoy escort, search and rescue and other defense-related activities in the event of war.

*d. Aids to navigation*

Establishes and maintains the U.S. aids to navigation system. The system includes a variety of mechanisms for identifying a vessel's location and warning vessels of obstructions to navigation.

Exhibit 1

**U.S. Coast Guard Organization**

Commandant of the Coast Guard  
Vice Commandant

- Chief of Staff

Program Activities:

- Office of Acquisition
- Office of Logistics, Engineering and Development
- Office of Navigation Security and Waterway Services
- Office of Health and Safety
- Office of Law Enforcement and Defense Operations
- Office of the Chief Counsel
- Office of Personnel and Training
- Office of Readiness and Reserve
- Office of Marine Safety, Security and Environmental Protection
- Office of Command, Control and Communications

Regional Commands:

- Atlantic Area
- Pacific Area

Source: U.S. Government Manual, 1993-94

*e. Marine safety*

Safeguards persons, vessels and the marine environment in the nation's ports, waterways offshore approaches.

*f. Ice operations*

Operates the nation's icebreaking vessels supported by aircraft for ice reconnaissance to facilitate maritime transportation

*e. Marine environmental protection and counterterrorism*

Enforces federal laws relating to the protection of the marine environment. Includes emergency response activities, accident investigations, civil penalty actions and enforcement and counterterrorism activities.

**Information Technology Budget**

The IT budget of the Coast Guard is presented in Exhibit 3.



## Exhibit 2

## U.S. Coast Guard Program Budget

Function	FY93 (\$M, act.)	FY94 (\$M, est.)	FY95 (\$M, est.)
<b>Operating Expenses and Acquisition, Construction and Improvements</b>	N/A	N/A	N/A
Search and rescue	424	417	445
Aids to navigation	479	473	493
Marine safety	285	288	298
Marine environmental protection	252	261	291
Enforcement of laws and treaties	1,156	1,121	1,196
Ice operations	88	87	91
Defense readiness	94	88	93
Headquarters administration	170	173	177
<b>Environmental Compliance and Restoration</b>	22	23	25
<b>Research, Development, Test and Evaluation</b>	29	23	21

Source: Budget of the U.S., FY95

## U.S. Coast Guard IT Opportunities

The following major contract opportunities have been identified by INPUT.

*a. Fleet Logistic System (FLS)*

Will provide an integrated, automated logistics system to replace the current systems.

*b. Operations and Maintenance Services (OMS)*

Will provide facilities management support to the Operations Systems Center in Martinsburg, West Virginia.

*c. Coast Guard Software Application Conversion (CGSWAP)*

Will provide converted custom developed software to comply with NIST standards.

*d. Surface Search Radar (SSR)*

Will provide on-board radar navigation systems that comply with existing standards.

*e. Independent Verification and Validation (IV&V) for VTS 2000*

Will provide IV&V support to the Vessel Traffic System (VTS 2000).

Exhibit 3

**U.S. Coast Guard Information Technology Budget**

<b>A-11 Categories</b>	<b>1994 (\$M)</b>	<b>1995 (\$M)</b>	<b>1996 (\$M)</b>	<b>1997 (\$M)</b>	<b>1998 (\$M)</b>	<b>1999 (\$M)</b>	<b>CAGR 94-99</b>
<b>Capital Investments</b>	<b>39</b>	<b>56</b>	<b>59</b>	<b>61</b>	<b>63</b>	<b>66</b>	<b>11</b>
Hardware	21	35	36	37	38	40	13
Software	10	17	18	19	20	20	-7
Site	8	5	5	5	5	6	11
<b>Personnel</b>	<b>20</b>	<b>20</b>	<b>20</b>	<b>20</b>	<b>19</b>	<b>19</b>	<b>-1</b>
<b>Equipment, Rental, Space &amp; Other Operating Costs</b>	<b>4</b>	<b>4</b>	<b>4</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>3</b>
Lease of Equipment	0.4	0.4	0.4	0.4	0.4	0.4	2
Lease of Software	0.2	0.2	0.2	0.2	0.2	0.2	-5
Space	0.8	0.7	0.7	0.7	0.7	0.8	-1
Supplies and Other	3	3	3	3	3	4	4
<b>Commercial Services</b>	<b>84</b>	<b>98</b>	<b>106</b>	<b>113</b>	<b>123</b>	<b>134</b>	<b>10</b>
ADPE Time	1	1	1	1	1	0	-10
Leased Voice Telecom.	10	11	13	14	17	20	15
Leased Data Telecom.	6	7	7	7	8	8	6
Operations and Maintenance	18	21	21	21	22	22	5
Systems Anal, Prog., Des.	42	48	53	57	62	68	10
Studies and Other	7	11	11	12	13	14	14
Other Use of IT	0.1	0.2	0.2	0.2	0.2	0.2	10
<b>Total IT Budget</b>	<b>147</b>	<b>179</b>	<b>189</b>	<b>199</b>	<b>210</b>	<b>223</b>	<b>9</b>
<b>Contracted-Out</b>	<b>116</b>	<b>150</b>	<b>160</b>	<b>170</b>	<b>181</b>	<b>194</b>	<b>11</b>

Source: INPUT and Transportation



## Exhibit 4

## Major U.S. Coast Guard IT Contracts

PROGRAM	TYPE	SIZE	COMMENT
1. Mission Oriented Information Systems Engineering (MOISE)	Sys Integ.	\$40m 7yrs	This program is currently in source selection. When awarded this program will provide hardware, software, and integration services to marine safety systems. Award expected in 1995.
2. Operation and Maintenance of the U.S. Coast Guard Operations Systems Center	Facil. Mgmt.	\$14m 5yrs	Battelle provides operation and maintenance support to the Operations Systems Center in Martinsburg, West Virginia. Awarded in 1991.
3. Standard Workstation III (FEDCAC 106)	HW, SW & Support	\$400m 5yrs	This program is currently in source selection. When awarded, this program will provide a wide range of workstations. Award expected in FY95.
4. Research, Development, Test and Evaluation of Information and Communications Systems	Prof. Svcs.	\$15m 5yrs	Ogden Government Services provides a variety of technical services to support Coast Guard missions. Awarded in 1994.
5. Vessel Traffic Services Systems Integration (VTS2000)	Prof. Svcs.	\$230m 10yrs	This program is currently in source selection. When awarded, it will provide navigation information to the maritime community at approximately 17 ports. An award is expected in 1995.
6. Coast Guard Data Network	Telecom. Svcs.	\$11 10yrs	I-Net provides operation and maintenance of the Coast Guard Data Network. Awarded in 1994.
7. Personnel Management Information System	Prof. Svcs.	Unk 3yrs	Mneumonics Systems will provide Joint Uniform Military Pay System (JUMPS) to the Coast Guard. Awarded in 1994.
8. Base Operating Services	Facil Mgmt.	\$10m 5yrs	Piquini Management Corp. provides base operations to the Coast Guard base in Alaska. Awarded in 1991.
9. Automated Dependent Surveillance System	H/W, S/W & Support	\$20 5yrs	Raytheon provides an Automated Dependent Surveillance System to the Coast Guard in Massachusetts. Awarded in 1992.
10. Professional Engineering and Technical Services	Prof. Svcs.	\$4m 5yrs	Science and Technology Corp. provides engineering and technical support. Awarded in 1993.
11. Differential Global Positioning System (DGPS) Reference Stations	H/W and Support	\$2.5m 5yrs	Ashtech provides reference stations to augment the accuracy of GPS satellite signals. Awarded in 1994.

## Exhibit 4 cont.

PROGRAM	TYPE	SIZE	COMMENT
12. Aviation Logistics Information Management (ALMIS)	Prof. Svcs.	\$14m 5yrs	Technical and Management Services Corp. (TAMSCO) provides logistical and management information support. Awarded in 1993.
13. Vessel Traffic Services (VTS2000) Systems Engineering Support	Prof. Svcs.	\$8m Unk	Mitre Corp. provides systems engineering and design support for the VTS2000 program. Awarded in 1993.

## U.S. Coast Guard IT Contracts

Current major contracts are summarized in Exhibit 4 and the top 10 contractors are illustrated in Exhibit 5.

## Exhibit 5

### Top U.S. Coast Guard IT Contractors for FY 93

1. Unisys
2. Raytheon
3. Piquini Management Corporation
4. Rockwell International
5. Synectics Corporation
6. Mitre Corporation
7. WR Systems
8. Motorola
9. Simtec
10. PSI International

Source: Federal Procurement Data Center, INPUT

## Issues at the U.S. Coast Guard

1. Congress is considering a bill that will provide the Coast Guard with \$2.6 billion for operating expenses, \$439 million for acquisition and other capital investments,

\$20 million for research activities, and \$25 million for environmental compliance. The bill, named the Coast Guard Authorization Act of 1994, will increase Coast Guard funding by 4% for FY1995. The bill will also require the Coast Guard to dedicate at least 9.5% of its operating expenses for drug interdiction.

2. The GAO criticized the Coast Guard in a 1993 report for its lax oversight of safety practices and equipment aboard cruise ships. The GAO suggested the Coast Guard improve its oversight through better data collection and more thorough analysis of cruise ship examination results. The current system does not routinely track repeated deficiencies by individual companies or nations.
3. According to a 1993 GAO report, the Coast Guard's Research, Development, Test and Evaluation program lacks both adequate policies and procedures for selecting research, development, test and evaluation projects, and also adequate management tools necessary to effectively manage its Research and Development Center.

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# Research Bulletin

A Publication from INPUT's Federal IT Market Analysis Program

Vol. III, No. 24

December 1994

## Agency Profile - United States Customs Service

### Purpose

The United States Customs Service collects the tax revenue from imports, enforces customs laws, and administers the Tariff Act of 1930. The law enforcement activities of the Customs Service include drug interdiction and import/export regulation, particularly those relating to weapons and high technology exports. The U.S. Customs Service also collects international trade statistics.

### Organization

The U.S. Customs Service was established under the Department of the Treasury in 1927. It is headquartered in Washington, D.C. and employs roughly 17,500 people. The Commissioner of Customs, appointed by the Secretary of the Treasury, supervises the Customs Service and its seven regions. The Customs Service is represented in all provinces and states of the U.S. as well as 18 international locations. The organizational structure of the Customs Service is presented in Exhibit 1.

### Major Program Activities

Major program activities identified by INPUT are presented below.

*a. Inspection and Control* - In its duties to enforce the Tariff Act of 1930, this program works to (1) stop the illegal entry of drugs and other prohibited items and enforce export laws; (2) augment selectivity of Customs inspection enforcement programs through innovation; (3) process persons and cargo through U.S. ports of entry; and (4) open new ports of entry and expand service of existing points of entry to support growing international travel and trade.

*b. Enforcement* - This program investigates violations of laws and trade regulations enforced by the Customs Service. This activity includes violations of law regarding smuggling, drug trafficking, child pornography, fraud and weapons exportation.

*c. Tariff and Trade* - This program includes (1) assessing and collecting duties, taxes and fees on imported merchandise; (2) providing efficient service to the trade community; (3) protecting domestic industry and jobs from illegal and unfairly subsidized imports; (4) accurately collecting and reporting import and export statistics; (5) managing Customs post-audit and laboratory analyses of imports; and (6) enforcing the laws of other federal agencies and numerous international agreements.



## Exhibit 1

**U.S. Customs Service Organization**

Commissioner of Customs

Deputy Commissioner of Customs

- Assistant Commissioner (International Affairs)
- Assistant Commissioner (Management)
- Comptroller
- Assistant Commissioner (Information Management)
- Assistant Commissioner (Internal Affairs)
- Assistant Commissioner (Enforcement)
- Assistant Commissioner (Inspection and Control)
- Assistant Commissioner (Commercial Operations)
- Assistant Commissioner (Congressional and Public Affairs)

Source: U.S. Government Manual, 1993-94

**IRM Organization**

The Customs Service reorganized in 1990 and established the Office of Information Management (OIM). The OIM is responsible for designing, developing, programming, testing, implementing, and maintaining all Customs Service automated information systems. The OIM manages all of the Customs Service computer facilities, hardware, software, data and voice communications, and related financial resources.

The Office of Enforcement Support (OES), within the Office of Enforcement, is responsible for research and development activities as well as radio communications initiatives.

Although all Customs organizations are permitted to acquire information technology resources to support local applications and needs, the OIM must approve these initiatives to assure conformance and compatibility with other Customs Service systems.

**Information Technology Budget**

The information technology budget for the Customs Service is presented in Exhibit 2. The Compound Annual Growth Rate (CAGR) for capital investments and several areas within Commercial Services show considerable growth through the 1999 time period. Also presented is an attractive growth in dollars contracted out.

**U.S. Customs Service IT Opportunities**

The following major contract opportunities have been identified by INPUT.

*a. Information Kiosks*

Will provide travelers with interactive kiosks that communicate travel information and regulations. A sources sought has been announced.

*b. Treasury Enforcement Communications System (TECS) Maintenance*

Will provide maintenance for central processing hardware driving the TECS.

*c. Data Center Network Operations*

Will provide network management and operations at the data center in Springfield, Virginia.

*d. Data Center Help Desk Operations*

Will provide help desk support to Customs Service employees.

*e. Data Center Mainframe*

Will provide acquisition and maintenance of mainframe hardware, peripherals and software.

*f. Video Conferencing Network*

Will provide a video conferencing network that will allow face-to-face communications.

*g. ADP Support*

Will provide programming support to the Office of Information Management.



*h. Automatic Document Readers*

Will provide hardware, software and support to electronically process visas and passports.

**U.S. Customs Service IT Contracts**

Current major contracts are summarized in Exhibit 3 and the top 5 contractors are illustrated in Exhibit 4.

## Exhibit 2

## U.S. Customs Service Information Technology Budget

A-11 Categories	1994 (\$M)	1995 (\$M)	1996 (\$M)	1997 (\$M)	1998 (\$M)	1999 (\$M)	CAGR 94-99
<b>Capital Investments</b>	<b>17.1</b>	<b>30.5</b>	<b>31.5</b>	<b>32.7</b>	<b>33.9</b>	<b>35.1</b>	<b>15%</b>
Hardware	16.6	27.9	28.8	29.8	30.9	32.0	14%
Software	.5	2.5	2.7	2.9	3.0	3.1	42%
Site	0	0	0	0	0	0	0%
<b>Personnel</b>	<b>18.8</b>	<b>20.4</b>	<b>20.1</b>	<b>19.7</b>	<b>19.2</b>	<b>18.6</b>	<b>0%</b>
<b>Equipment, Rental, Space &amp; Other Operating Costs</b>	<b>1.3</b>	<b>1.4</b>	<b>1.4</b>	<b>1.5</b>	<b>1.5</b>	<b>1.5</b>	<b>3%</b>
Lease of Equipment	.2	.2	.2	.2	.2	.2	1%
Lease of Software	.2	.2	.2	.2	.2	.2	-5%
Space	.0	.0	.0	.0	.0	.0	4%
Supplies and Other	.8	.9	.9	1.0	1.1	1.1	6%
<b>Commercial Services</b>	<b>130.9</b>	<b>140.0</b>	<b>145.3</b>	<b>151.0</b>	<b>159.9</b>	<b>170.8</b>	<b>5%</b>
ADPE Time	.0	.0	.0	.0	.0	.0	-2%
Leased Voice Telecom.	2.8	2.8	3.2	3.7	4.4	5.3	13%
Leased Data Telecom.	61.0	61.6	63.3	65.0	68.9	73.9	4%
Operations and Maintenance	41.3	40.5	40.5	41.0	42.0	43.5	1%
Systems Anal, Prog., Des.	14.3	22.1	24.7	26.6	28.9	31.5	17%
Studies and Other	11.4	12.8	13.7	14.6	15.6	16.6	8%
Other Use of IT	0	0	0	0	0	0	0%
<b>Total IT Budget</b>	<b>168.1</b>	<b>192.1</b>	<b>198.4</b>	<b>204.9</b>	<b>214.6</b>	<b>226.0</b>	<b>6%</b>
<b>Contracted-Out</b>	<b>148.5</b>	<b>170.8</b>	<b>177.3</b>	<b>184.0</b>	<b>194.2</b>	<b>206.2</b>	<b>7%</b>

Source: INPUT and Treasury



## Major U.S. Customs Service IT Contracts

PROGRAM	TYPE	SIZE	COMMENT
1. Treasury Enforcement Communications System (TECS II)	Prof. Svcs.	\$11m 4yrs	KCM Computer Consulting provides programming and maintenance services to the TECS II program. TECS II provides a system of terminals located at various points of entry to identify violators of U.S. Customs regulations. Awarded in 1991.
2. Acquisition of Terminal Equipment, Installation, and Maintenance	Hardware	\$20m 7yrs	Federal Computer Corp. provides 3270-compatible terminals for Customs offices worldwide. Awarded in 1992.
3. Data Center Facilities Management	Facil. Mgmt.	7yrs	\$44m When awarded this program will provide space, operations, and maintenance for the data center in Springfield, Virginia. Bids are currently being evaluated. An award is expected in FY95.
4. Imaging Hardware and Software	H/W and S/W	\$39m 5yrs	When awarded this program will provide imaging hardware and software to support visual, biometric, and document images. Bids are currently being evaluated. An award is expected in FY95.
5. C3I Operation and Maintenance	Facil. Mgmt.	\$20m 5yrs	When awarded this contract will provide operations and maintenance services to the C3I East, West
6. ADP Support for the Automated Commercial System (ACS)	Prof. Svcs.	\$30m 5yrs	When awarded this program will provide design, development, testing, and implementation of the ACS system. The ACS will streamline the collection of import revenue and the enforcement of Customs regulations. Bids are currently being evaluated. An Award is expected in 2QFY95.
7. Color Weather Radar System	H/W, S/W and Prof. Svcs.	\$2m 5yrs	Lockheed Aeronautical Systems provides hardware, software, and support for a color weather radar system. Awarded in 1994.
8. Technical and Engineering Services	Prof. Svcs.	\$2m	Diversified Technical Consultants provides technical and engineering support to the Customs Service. Awarded in 1994.
9. Technical and Managerial Support	Prof. Svcs.	\$3.5m	Veda provides technical and managerial consulting and support services. Awarded in 1994.
10. Technical and Managerial Support	Prof. Svcs.	\$1.5m	RBC provides technical and managerial consulting and support services. Awarded in 1994.

11. Communications Switching System for the C3I	H/W	\$1.5m 1yr	Denro provides a replacement communications switching system for the subsystems at the East and West Zones of the C3I System. Awarded in 1994.
12. Technical and Managerial Support Services	Prof. Svcs.	\$4m 5yrs	Syscon Corporation provides technical and managerial consulting support. Awarded in 1994.
13. Maintenance of TECS Mainframes and Peripherals	Maint. Support	\$2.5m 5yrs	Digital Technologies provides remedial and preventive maintenance for mainframes and peripherals on the TECS system. Awarded in 1994.
14. Hardware Upgrade	H/W and Support	\$1m	VION Corporation provides hardware upgrades to the Hitachi mainframe used for the Enterprise Systems Connection (ESCON). Awarded in 1994.
15. Encrypted VHF Radio Equipment	H/W	\$49m	Motorola provides VHF radio equipment equipped with data encryption technology. Awarded in 1993.
16. ADP & Telecommunications Support Services	Prof. Svcs.	\$3m	A&T Systems provides computer and communications support. Awarded in 1993.
17. Maintenance, Repair, and Rebuilding of Equipment	Maint. Support	\$7.5m	Loral Defense Systems provides maintenance, repair, and refurbishment of communications equipment. Awarded in 1992.
18. Radio and Data Network Enhancement	Prof. Svcs.	\$1.5m	I-Net provides enhancements to the Communications Management Division's radio and data networks. Awarded in 1992.
19. Magnetic Tape Drives and Support	H/W and Prof. Svcs.	\$2m	VION Corp. provides magnetic tape drives, training, and maintenance support. Awarded in 1992.
20. Direct Access Storage Devices and Support	H/W and Prof. Svcs.	\$20m	Federal Computer Corp. provides DASD storage, training, and maintenance support. Awarded in 1992.



## Exhibit 4

**Top U.S. Customs Service  
IT Contractors for FY93**

1. Viatech Systems
2. Computer Sciences Corporation
3. PSI International
4. DHD Services
5. Federal Computer Corporation

Source: Federal Procurement Data Center, INPUT

**Issues at the U.S. Customs Service**

1. A recent pilot program at Customs to support electronic filing from importers to expedite import approval has come under criticism from the Treasury Inspector General (IG). The IG found that some importers do not file complete reports and that the system is

vulnerable to abuse and lacks sufficient controls.

2. One of the original National Performance Report (NPR) recommendations was that Customs develop a Government International Trade Data System. The recent GAO report (December 1994) on the status of NPR recommendations acknowledges its support for this recommendation, but also acknowledges that little action has been taken. Customs plans to use its ACS system as the core of this capability and plans to spend \$100 million to upgrade ACS. Customs is currently planning prototype systems to support and validate its planned implementations.

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- Peer position

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# INPUT<sup>®</sup> Federal Newsletter

ROUTE TO:

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A Publication from INPUT's **Federal Market Analysis Program**

Vol. I, No. 1

February, 1993

## IN THIS ISSUE:

- 1 .....January Procurement Highlights
- 2 .....Recent Information Center Acquisitions
- 5 .....INPUT Notes
- 6 .....Relationship with CAI/SISCO
- 7 .....“Hot Hotlines”

## January Procurement Highlights

Navy                      TAC-IV                      V-03-138

INPUT believes that all three defense services will be involved with TAC-IV. The Draft RFP will be released at the late February, 1993 pre-solicitation conference.

Navy                      NALCOMIS II                      V-03-139

NALCOMIS II- Hardware, software, training, and documentation was awarded to Sysorex Information Systems.

Defense                      DISN                      V-04G-009

Two White Papers are about to be released that outline the acquisition strategy for DISN.

Agriculture                      ISAP                      VI-05-034

The Final RFP for the Integrated Systems Acquisition Project will be released on or about January 28, 1993. There will be only one contract awarded for equipment and services.

Agriculture                      VI-05-040

Office Automation Equipment Interim Maintenance was awarded to GTE for approximately \$12 million.

Energy                      ACS                      VI-07-048

The Advanced Computer System program was awarded to Cray Research in September, 1992.

Treasury                      SCSS-TA                      VII-12-087

A Draft RFP for the SCSS Telecom and Security Systems program was released on December 22, 1992. A Final RFP is anticipated in 3QFY93.

NASA                      EADS II                      VIII-15-071

A temporary contract for Engineering Analysis and Data System was awarded to Cray Research and Grumman on October 29, 1992. The final contract is expected to be awarded in March, 1993.

*Continued on next page*

*Highlights ... from page 1*

NASA VIII-15-091

Computational Mission Services for the Huntsville Computer Complex.

This program has been consolidated with the Program Support Communications Network (PAR VIII-15-073) to form a new program called PRISMS. INPUT is following this new program as PAR VIII-15-110.

NASA CDS VII-15-112

The RFP was released on January 11, 1993 for the Consolidated Distribution System, Data Distribution Equipment program. Bids are due on February 25, 1993.

Air Force AFIPS V-01-152

Bids are due on March 31, 1993. An award should be made during 3QFY93.

Navy CAD II V-03-014

The protest of the award to Intergraph has been upheld by GSBICA.

Defense V-04G-014

The Worldwide Management Support Services for the Defense Switched Network program was awarded to GTE Government Systems.

Defense DTIS V-04G-021

The Draft RFP for DTIS was released on January 24, 1992. Comments of the Draft will be due on February 24, 1993. An award should be made in July, 1993.

Commerce AWIPS 90 VI-06-024

This program was awarded to PRC for \$226 million.

NASA NAS VIII-15-060

The Phase 3 portion of the NAS Processing System Network High Speed Processor was awarded to Cray Research. ■

## Recent Information Center Acquisitions

### Procurement Documents

Air Force  
RFP #F33600-91-R-0317 V-01-148  
Optical Disk Imaging System.  
Received-Amendments #9 - #12.

Air Force  
RFP #F08650-93-R-0012 V-01-161  
Range Technical Services.  
Received-Draft RFP, RFP and Amendment #1.

Air Force  
RFP #F05604-93-R-9001 V-01-182  
Cheyenne Mountain AFB Warning Systems  
Software Support.  
Received-RFP and Bidders Mailing List.

ARMY-APG  
RFP #DAAD05-92-R-0272 V-02-083  
Systems Integration and Technology Assistance.  
Received-RFP.

Navy  
NATS RFP #N66032-93-R-0002 V-03-132  
Naval Academy CPU.  
Received-Amendment #1.

Defense-DNA  
ITEM RFP #DNA001-93-R-0010 V-04B-004  
Integrated Theater Engagement Model.  
Received-RFP and Bidders Mailing List.

Defense-DISA  
INMS RFP #92-036 V-04G-017  
Integrated Network Management System.  
Received-Letter to Vendors.

Commerce-NOAA  
LSSCS RFP #52-SAAA-3-00031 VI-06-054  
Large Scale Scientific Computing System.  
Received-Bidders Mailing List.



HHS-NIH  
IMPAC II RFP #NIH-RG-93-08 VII-08-051  
IMPAC/CRISP Modernization.  
Received RFC.

HHS-HCFA  
MTS RFP #HCFA-9202-MTS VII-08-063  
Medicare Transaction System.  
Received-Amendment #4 and Bidders Mailing  
List.

HHS-HCFA  
IV&V RFP #HCFA-9203-IVV VII-08-064  
Independent Validation and Verification of  
MTS.  
Received-Amendment #1 and Bidders Mailing  
List.

Treasury-IRS  
SCSS RFP #IRS-92-0045 VII-12-065  
Service Center Support System.  
Received-Amendments #4 & #5 and Questions  
and Answers.

Treasury-IRS  
CSM/MIS RFP #IRS-92-0093 VII-12-066  
Corporate Systems Modernization Mirror Image  
Acquisition.  
Received-Amendments #7, #8, and #9 and  
Letter to Vendors.

Treasury-IRS  
PRINT RFP #IRS-93-0006 VII-12-083  
Printer Replacement.  
Received-Amendment #1.

GSA  
RCAS RFP#GSC-KEGD-92-0008 VIII-14-026  
Received-Bidders Mailing List and Protest  
Decision.

NASA  
RFP #RFP2-35329(MXD) VIII-15-092  
Pioneer Mission Operations Support Services.  
Received-RFP, Amendment #1 and Conference  
Attendees.

NASA  
CDS RFP #SP-46037 VIII-15-112  
Consolidated Distribution System.  
Received-RFP and Bidders Mailing List.

Interior  
DMS RFP #101-4-92 VIII-16-017  
Document Management System.  
Received-Amendments #3 & #4.

US EEOC  
RDBMS RFP #93-04 VIII-36-001  
Relational Database Management System.  
Received-RFP, Amendments #1 & #2, Bidders  
Mailing List, & Conference Notes.

### **ARMY-Agency Procurement Requests (APRs)**

Technical Support Services For Automated  
Information System (TSS/AIS).

Non-Personal Technical Support Services.

ADPE Acquisition Support for the Continental  
United States Freight Management (CFM)  
System.

KMA-91-0375-Software Support Services for  
Computer Associates.

KMA-91-0392-Multiple Automated Printing  
Systems project (MAPS).

KMA-91-0472-PAR V-02-059 Army  
Information Processing Center project (AIPC).

KMA-92-0024-Standard Army Information  
Systems (STAMIS) Interim Functional Support  
Contract.

KMA-92-0107-PAR V-02-075 PERMS.

KMA-02-0168-Training Ammunition  
Management Information Systems (TAMIS)  
& Army Modernization Automation System  
(AMTAS).

*Continued on next page*

## *Acquisitions... from page 3*

KMA-92-175-U.S. Army Belvoir Research Development and Engineering Center (BRDEC) Support Services.

KMA-92-0458-U.S. Army Test and Evaluation Command Test Support.

KMA-92-0480-Multi-media Procurement for the U.S. Army Training Support Center.

## **Warner Exempt APRs**

WAR-90-0021-Lightweight Computer Unit (LCU) for contract #DAAB07-91-C-N250.

WAR-91-0022-PALADION Howitzer Prognostic Diagnostic Interface Unit (PDIU) and Units Under Test (UUTs) project.

WAR-91-0026-Integrated Family of Test Equipment Base Shop Test Facility.

WAR-91-0034-GLOBUS Global Model Database Project.

WAR-91-0036-Remote Target System (RETS).

WAR-92-0011-Standard Theater Army Command and Control System (STACCS).

WAR-92-0012-U.S. Army Corps/Theater ADP Service Center, Phase II.

WAR-92-0015-Post Deployment Software Support of the LTACFIRE Equipment and contract support.

WAR-92-0017- Automated Data Processing Test Support Platform (USAOPTEC) project.

WAR-92-0019- U.S. Army Corps/Theater ADP Service Center, Phase I (CTASCI).

WAR-92-0020- Regional Database Support (RDABS) for the Foreign Science and Technology Center.

WAR-92-0023- Recompete of the TEXCOMIEWTD Support Contract (TISC).

## **INPUT Reports**

*Systems Integration Trends and Forecast, 1992-1997*

*Electronic Commerce in Health Care, 1992-1997*

*Outsourcing Desktop Services, 1992*

*Business Services, Information Services Opportunities and Trends, 1992-1997—Forecast Update*

*Leading Vendor Competitor Analysis, Profiles*

*U.S. Equipment Services Market, 1992-1997*

*Information Systems Outsourcing Market Opportunities, 1992-1997*

## **CFO Five-Year Plans**

NASA  
SBA  
Energy

## **Reference Documents**

GAO Report-Tax System Modernization "IRS' Use of Consultants to do the TMAC Price/Technical Trade Off Analysis".  
GAO/IMTEC-93-43BR.

List of 8(a) companies, 10/11/92.

Treasury-Executive Summary of Information Systems Plans FY94-98.



Commerce-1993 Forecast of Contract Opportunities.

"How to Sell to the Department of Commerce."

Treasury-Forecast of Contract Opportunities.

"What Treasury Buys."

Justice-Forecast of Contract Opportunities.

Employment and Trends as of September, 1992.

GSA-Forecast of GSA Contracting Opportunities, FY93.

HHS IRM Long Range Plan 92-96.

"Doing Business with EPA."

EPA-Forecast of Contract Opportunities for Small and 8(a) firms for FY93.

Current Information Technology Resource Requirements of the Federal Government: FY93.

National Computer Security Center: Guidelines for Writing Trusted Facility Manuals. ■

## INPUT Notes

### FAIT

INPUT is happy to announce the release of its new Federal Awards for Information Technology (FAIT) Database. FAIT combines Federal Procurement Data Center records with CBD announcements, and PAR data. INPUT began delivering FAIT in January.

Call Chris Forest at (703) 847-6870 for a free demo disk or an on-site demonstration.

### Data Base Training

INPUT is starting a new client training program. With the release of the new FAIT data base and more data bases to come, INPUT has noticed the need for formal client training. Starting in March, we will begin monthly client training classes at our Vienna office.

Classes will be held the first Tuesday of every month from 1-5 p.m. Our first class will take place on March 2, 1993. We will conduct PAR data base training from 1-2 p.m., and FAIT data base training from 2-5 p.m. All clients are welcome. Please R.S.V.P. to Jean Beaver (703) 847-6870 by February 23rd for our first class.

INPUT also offers specialized training and orientations at client sites. Please contact Chris Forest at (703) 847-6870 to set up an on-site orientation or training session.

*Continued on next page*

*Notes ... from page 5***Federal Breakfast**

INPUT's next federal breakfast will be held:

March 16, 1993  
8:00-10:00 a.m.  
Tyson's Corner Marriott

This quarter's speaker will be Frank McDonough, Assistant Commissioner, Office of Federal Information Resources Management, GSA.

He will be speaking about "Service to the Citizen." Please R.S.V.P. to Jean Beaver (703) 847-6870 by March 9th. Register early. Seats are limited.

INPUT clients receive two free tickets. Non-clients or additional tickets may be purchased for \$35.00 each.

**INPUT Calendar of Events****MARCH**

- |       |  |
|-------|--|
| 2     | Client Training at the Vienna Office                                       |
| 16    | INPUT Federal Breakfast, Speaker—Frank McDonough                           |
| 22    | Washington Technology Expo   |
| 28-31 | INPUT President, Peter Cunningham, speaking at the ITAA Spring Conference. |

**New Staff Members**

INPUT would like to announce the addition of the following new staff members. They will be answering your hotline calls and working on the PAR Data Base:

Kevin Plexico—Research Analyst  
Mary Beth Healey—Research Analyst  
Jeff West—Research Analyst

**Staff Changes**

INPUT would also like to announce the following changes in responsibility among our staff:

Matt Johnson—FAIT Data Base Manager  
Syeda Baig—FOIA Administrator

**Relationship with CAI/SISCO**

INPUT is in the process of formalizing its relationship with CAI/SISCO. CAI provides specialized consulting services for federal and commercial system integrators. Services are provided on an opportunity-exclusive basis to avoid conflicts. CAI can provide:

- Strategic Planning
- Solution Development & Demonstration
- Competitive Analysis
- Opportunity Capture Planning
- Proposal Development and Support
- Solution Costing, Component and Services Procurement, and Bid Pricing



INPUT feels that this will be a valuable marriage of talents and expertise. More detail regarding this relationship will be announced at our March 16th breakfast meeting. ■

## "Hot Hotlines"

INPUT has received several hotline calls regarding the following topics:

### *Defense-DISA Defense Technical Integration Services (DTIS)*

PAR V-04G-021 RFP #DCA100-93-R-0064

The DTIS program will provide support services to all phases of the technical integration function throughout all DoD agencies by providing technical integration services and integration engineering support. The Draft RFP was released on January 22, 1993. Comments are due on February 19, 1993. The Final RFP will be released on April 2, 1993. Proposals will be due on May 3, 1993. The Seven year contract will be awarded on August 25, 1993.

### *Defense-DISA Defense Information Systems Network (DISN)*

PAR V-04G-009

DISN is a defense-wide program at a C2 level of security that calls for a super integrated global communications network to connect voice, data and video networks into one system. The DISN will integrate all Army, Air Force and Navy long-haul communications into one common-user system managed and controlled by the Defense Information Systems Agency (DISA). A Source List was developed by DISA of interested contractors. The White Papers should be released soon. A conference for DISN will be held for firms that submit substantive comments on DISN approximately two months after the White Papers are released.

### *Justice-JMD Justice Consolidated Office Network (JCON)*

PAR VII-10-052-1N68-167905

The Justice Consolidated Office Network will provide an integrated legal office automation system for the Department of Justice's six litigating organizations. Two RFPs will be issued under JCON. One for core systems integration will be issued during 2QFY93. This seven year contract will be awarded during FY94. The second RFP for equipment is expected in FY94 with an award scheduled to follow in FY95. ■

## **ABOUT INPUT**

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Since 1974, information technology (IT) users and vendors throughout the world have relied on INPUT for data, objective analysis, and insightful opinions to support their plans, market assessments, and technology directions, particularly in computer software and services. Clients make informed decisions more quickly and save on the cost of internal research by using INPUT's services.

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Vienna, VA 22182  
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Tel. +71 493-9335 Fax +71 629-0179

**Paris** — 24, avenue du Recteur Poincaré  
75016 Paris, France  
Tel. +1 46 47 65 65 Fax +1 46 47 69 50

**Frankfurt** — Sudetenstrasse 9  
W-6306 Langgöns-Niederkleen, Germany  
Tel. + 6447-7229 Fax +6447-7327

**Tokyo** — Saida Building, 4-6  
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# INPUT<sup>®</sup> Federal Newsletter

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A Publication from INPUT's Federal Market Analysis Program

Vol. I, No. 2

March, 1993

## February Procurement Highlights

### Air Force

**DMS** V-01-083  
An RFI was released for the Defense Message System program. Comments were due on January 29, 1993. A Final RFP will be released in August, 1993.

**DT IV** V-01-150  
The award of this contract to GTSI and Zenith was protested by EDS and CompuAdd. CompuAdd removed their protest, and now EDS has the only protest halting the Desktop IV award.

**MAMS** V-01-177  
The Final RFP for the Military Airspace Management System will be released on April 15, 1993. Bids will be due 45 days later.

### Navy

**NATS** V-03-132  
Bids for the Naval Academy CPU program are due on March 8, 1993.

### Defense

**DTIS** V-04G-021  
The Draft RFP for the Defense Technical Integration Services program was released on January 22, 1993. Comments were due on February 19, 1993. A final RFP should be released on April 2, 1993.

**DCIS** V-04K-001  
The Draft RFP for the Defense Commissary Information Program was released on January 29, 1993.

### Agriculture

**INFOSHARE** VI-05-044  
An RFC for the INFOSHARE program will be released in July, 1993 with an RFP following in January, 1994.

### IN THIS ISSUE:

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A Change in Processes and a Change for SI Vendors	
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*Continued on next page*

*Highlights ... from page 1***Health and Human Services**

**ADP Support Services** VII-08-061  
The contract for ADP Support Services for the Center of Intramural Research was awarded on February 1, 1993, to Social & Scientific, Inc. with an estimated value of \$16.2 million.

**ISSSC** VII-08-065  
An RFP for the Integrated Software Support Services Contract will be released on April 1, 1993.

**Justice**

**IAFIS** VII-10-029  
Systems Integration and Quality Assurance procurements are being added to the growing list of procurements under IAFIS. These two procurements will be handled by FEDSIM.

**JCON** VII-10-052  
A requirement extract for the systems integration portion of the Justice Consolidated Office Network program will be available on February 25, 1993. Comments will be due on March 18, 1992. An RFP should be released on May 15, 1993.

**NASA**

**SETARS** VIII-15-114  
An RFP for scientific, engineering, technical, administrative, and related services for Langley Research Center will be released on March 15, 1993. Bids will be due 60 days later. This will be the largest 8(a) set aside in NASA history and possibly the largest overall.

**Pension Benefit Guarantee Corporation**

**Facilities Management Services** VIII-37-001  
An RFP for Facilities Management Services for the Pension Benefit Guarantee Corporation will be released in March, 1993. ■

**Recent DPAS****Air Force**

Colonel Kenneth Nickel  
DCS/Command, Control, Communications and Computers  
Department of the Air Force  
Washington, D.C. 20330  
(202) 687-0478

**DPA #KMA-93-023** was granted on November 27, 1992, for the acquisition of federal information processing resources, including hardware and software maintenance and support services for an Air Force computer-aided design and engineering system located in the Technology Management Division at Wright-Patterson Air Force Base, Ohio.

**Army**

David Borland  
Director  
United States Army Information Systems Selection and Acquisition Agency  
2461 Eisenhower Ave.  
Alexandria, VA 22331-0700  
(703) 325-9760

**DPA #KMA-92-586(A)** was granted on November 24, 1992, for federal information processing (FIP) resources to support the Department of the Army owned electronic digital switching telephone systems.

**DPA #KMA-92-048** was granted on November 25, 1992, for the acquisition of FIP resources to provide technical support services to the United States Army Installations throughout the continental United States.

**Defense**

Cynthia Kendall  
Deputy Assistant Secretary of Defense  
Office of the Assistant Secretary of Defense  
Department of Defense  
Washington, D.C. 20301-1100  
(703) 695-5679



**DPA #KMA-93-037** was granted on November 30, 1992, for FIP resources to support the Defense Medical Information System.

**DPA #KMA-93-057** was granted on December 29, 1992, for the acquisition of FIP teleprocessing resources to support the Defense Industrial Engineering Support System (DIESS).

## Agriculture

Marilyn Wagner  
Deputy Director  
Office of Operations  
Department of Agriculture  
Washington, D.C. 20250  
(202) 720-2582

**DPA #KMA-03-052** was granted on December 7, 1992 for the acquisition of software maintenance and support for the National Computer Center located in Kansas City, Missouri.

Charles Hilty  
Assistant Secretary for Administration  
Office of Operations  
Department of Agriculture  
Washington, D.C. 20250  
(202) 720-3291

**DPA #KMA-93-055** was granted on December 7, 1992, for software licensing maintenance and support.

## Education

Cary Green  
Information Resources Management Service  
Department of Education  
Washington, D.C. 20202  
(202) 401-3200

**DPA #KMA-93-084** was granted on January 21, 1993 for FIP resources to support the Department of Education's Migrant Student Record Transfer System.

## Interior

James Jadlos  
Director  
Office of Information Resources Management  
Department of the Interior  
Washington, D.C. 20240  
(703) 208-6194

**DPA #KMA-93-033** was granted on November 6, 1992, for the acquisition of automated data processing support services for the United States Geological Survey in Landover, Maryland; and Sioux Falls, South Dakota.

**DPA #KMA-93-107** was granted on January 25, 1993, for the acquisition of FIP resources for use at the United States Geological Survey, National Mapping Division headquarters in Reston, Virginia; and mapping centers in Sioux Falls, Idaho; Rolla, Missouri; Denver, Colorado; and Menlo Park, California.

## NASA

Dietwald Gerstner  
Director, IRM Policy Division  
National Aeronautics and Space Administration  
Headquarters  
Code NTD  
Washington, D.C. 20546  
(202) 358-1379

**DPA #KMA-92-457(A)** was granted on November 20, 1992, revising case number KMA-92-457 providing authority to acquire FIP resources for the Telemetry Processing Facility at Goddard Space Flight Center.

## Nuclear Regulatory Commission

High Thompson  
Deputy Executive Director for Nuclear Material Safety, Safeguard, and Operations Support  
Nuclear Regulatory Commission  
Washington, D.C. 20555  
(301) 504-1713

*Continued on next page*

*DPAS... from page 3*

**DPA #KMA-93-041** was granted on December 30, 1992, to acquire exclusive use telephone systems at Nuclear Regulatory Commission offices in King of Prussia, Pennsylvania; Bethesda, Maryland; Glen Ellyn, Illinois; and Walnut Creek, California.

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## Transportation

Cynthia Rand  
 Director, Office of Information Resource Management  
 Department of Transportation  
 400 7th Street, Room 7107  
 Washington, D.C. 20590  
 (202) 366-9201

**DPA #KMA-93-002** was granted on October 28, 1992, for the acquisition of FIP resources in support of system engineering services to the United States Coast Guard's Vessel Traffic Services (VTS) 2000 program.

**DPA #KMA-93-046** was granted on November 24, 1992, for the acquisition of FIP resources in support of the United States Coast Guard's Global Maritime Distress and Safety System (GMDSS).

**DPA #KMA-93-089** was granted on January 7, 1993, for the acquisition of FIP support services in support of the National Highway Traffic Safety Administration's (NHTSA's) Office of Crash Avoidance Research.

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## Treasury

Jane Sullivan  
 Director, Office of Information Resource Management  
 Department of the Treasury  
 Treasury Annex Building, Room 3190  
 Washington, D.C. 20220  
 (202) 622-1599

**DPA #KMA-92-548A** was granted on November 17, 1992, for the acquisition of hardware and software maintenance of mainframe computers for the United States Secret Service. ■

# Recent Information Center Acquisitions

## Procurement Documents

Document Title: Integrated System Acquisition Project  
 Department: Agriculture  
 Related PAR: Integrated Systems Acquisition Project, VI-05-034  
 RFP #: APHIS-OTB-001

Document Title: Low Cost Data Link Advanced Technology Source List  
 Department: Air Force  
 Related PAR: JTIDS Low Cost Data Link (LCDL), V-01-180  
 RFP#: F19628-93-R-0002

Document Title: JTIDS Affordability/Manufacturing Technology Demo  
 Department: Air Force  
 Related PAR: JTIDS Low Cost Data Link (LCDL), V-01-180  
 RFP #: F19628-93-R-0002

Document Title: Warning Systems Software Support  
 Department: Air Force  
 Related PAR: Cheyenne Mountain Air Force Base (WSSS), V-01-182  
 RFP #: F05604-93-R-9001

Document Title: EDS Protest of Desktop IV, No. 12300-P  
 Department: Air Force  
 Related PAR: Desktop IV, V-01-150  
 RFP #: F01620-91-R-A212



INPUT Reference #: 02440.1  
 Document Title: Defense Information Systems  
 Network Far Term  
 Department: Defense  
 Related PAR: Defense Information Systems  
 Network - Far Term, V-04G-009

Document Title: Draft RFP for Defense  
 Commissary Information System  
 Department: Defense  
 Related PAR: Defense Commissary  
 Information System (DCIS), V-04K-001  
 RFP #: F01620-91-R-0004

Document Title: Integrated Software Support  
 Services Contract  
 Department: Health and Human Services  
 Related PAR: Integrated Software Support  
 Services Contract (ISSSC), VII-09-065  
 RFP#: SSA-RFP-94-1315

Document Title: Front End Processors  
 Department: Justice  
 Related PAR: Front End Processors,  
 VII-10-061  
 RFP #: JFJMD-93-R-0023

Document Title: Technical Support and FIP  
 Resources Services  
 Department: Justice  
 Related PAR: Technical Support and FIP  
 Resources, VII-10-054  
 RFP #: DEA-92-R-0012

Document Title: Document Management  
 System (DMS)  
 Department: Veterans  
 Related PAR: Document Management System,  
 VIII-16-017  
 RFP #: 101-4-92

## Reference Documents

Document Title: Agriculture Procurement  
 Forecast 1993  
 Department: Agriculture

Document Title: Chief Financial Officer  
 Annual Report  
 Department: Commerce

Document Title: Major Legislation of the  
 Congress  
 Department: Congress

INPUT Reference #: 02440.2  
 Document Title: Prime Contractor Awards by  
 State in Defense  
 Department: Defense

INPUT Reference #: 02440.3  
 Document Title: Companies Participating in  
 DOD Subcontracting  
 Department: Defense

Document Title: Department of Education  
 FY93 Budget  
 Department: Education

INPUT Reference #: 1100.01  
 Document Title: Air Traffic Control: AAS Still  
 Vulnerable to Cost  
 Department: GAO

INPUT Reference #: 1100.02  
 Document Title: 1993 DoD Budget: Potential  
 Reductions in C3 pgms  
 Department: GAO

INPUT Reference #: 1100.03  
 Document Title: Air Force Budget: FY93  
 Potential Reductions  
 Department: GAO

INPUT Reference #: 1100.04  
 Document Title: Defense ADP: CIM Must  
 Overcome Major Problems  
 Department: GAO

INPUT Reference #: 1100.05  
 Document Title: Battlefield Automation:  
 ATCCS Schedule and Cost  
 Department: GAO

INPUT Reference #: 1100.06  
 Document Title: Space Station: Resolving  
 Conflict Over Integration  
 Department: GAO

*Continued on next page*

*Acquisitions ... from page 5*

INPUT Reference #: 1100.07

Document Title: 1993 DoD Budget: Potential Reductions in C3 Satell

Department: GAO

INPUT Reference #: 1100.08

Document Title: Tax Systems Modernization: IRS's Use of Consultant

Department: GAO

Related PAR: TMAC

INPUT Reference #: 1100.09

Document Title: Securities and Exchange Commission: EDGARS

Department: GAO

INPUT Reference #: 1100.10

Document Title: Earth Observing System: EOSDIS

Department: GAO

INPUT Reference #: 1100.11

Document Title: Tax Systems Modernization: Concerns Over Security

Department: GAO

INPUT Reference #: 1100.12

Document Title: High-Technology Competitiveness: Trends in US and Foreign Performance

Department: GAO

INPUT Reference #: 1100.13

Document Title: Army Acquisition: Contract for the RCAS

Department: GAO

INPUT Reference #: 1100.14

Document Title: Military Communications: JTIDS Issues

Department: GAO

Document Title: Information Resource Management Long Range Plan

Department: Health & Human Services

Document Title: Forecast of Contract Opportunities

Department: Housing & Urban Develop

Document Title: Information Systems Security Products and Services Catalog

Department: National Security Agency

**INPUT Reports**

Research Bulletin - *U.S. Applications Solutions Market Forecast, 1992-1997*, January 1993 (MAMAP).

Research Bulletin - *Deja Vu—Electric Power in the 1800s and Computer Power in the 1900s*, January 1993 (SOSOP).

Report - *Impact of Downsizing on Professional Service Markets*, January 1993 (MAIR3).

*EDI Reporter*, December 1992 (EDLET).

Report - *European IT Services—A Market in Decline?*, January 1993 (IEOS2).

Report - *Interaction of Downsizing with Outsourcing*, January 1993 (SODN2).

Report - *Impact of Downsizing on SI*, January 1993 (SIDOW).

Research Bulletin - *Time to Change Industry Terminology*, January 1993 (SISIP).

Research Bulletin - *Desktop Services—The Booming IS Market for Outsourcing Vendors*, January 1993 (SOSOP).

Research Bulletin - *IS Organization in the 1990s. Will It Exist?* February 1993 (ACCOR).

Research Bulletin - *ICL—New Organization Structure for Increased Emphasis on Services*, January 1993 (SESIP).

Report - *Corporate Network Management Requirements—Europe, 1992*, January 1993 (NECN2).

Report - *Opportunities in Electronic Payments*, February 1993 (EDIFT).

Report - *Network Services Competitive Analysis—Europe*, February 1993 (NEVR2).



Report - *Outsourcing Application Management*, February 1993 (SOAMM).

Report - *Federal Information Systems and Services Market 1992-1997*, December 1992 (FSSSM).

Research Bulletin - *European Industry Outlook No Forecast of Recovery Growth*, December 1992 (IEMAP).

Research Bulletin - *BT Customer Systems—Becoming a Global Leader in Systems Integration*, December 1992 (SISIP/SESIP).

Research Bulletin - *Amadeus Prepared to Outsource its Entire Network*, December 1992 (NENSP).

Research Bulletin - *Effects of Buyer Attitudes on Types of Outsourcing*, December 1992 (SOSOP).

EDI Reporter - "EDI Integration Developments", November 1992 (EDLET).

Report - *Outsourcing Market—Europe, 1992*, December 1992 (OEMF2).

Report - *Software and Services—Europe, 1992*, December 1992 (IECM2).

Report - *Distribution Sector Europe—1992*, December 1992 (IEIR2).

Report - *EDI Vendor Profiles and Competitive Analysis*, November 1992 (EDCO1).

Report - *Customer Services Market Analysis and Forecast—Europe, 1992-1997*, December 1992 (CESM2).

Report - *EDI—International EDI Market 1992-1997*, December 1992 (EDINT).

Report - *Electronic Commerce—Comprehensive Market Assessment*, December 1992 (EDCAS).

Research Bulletin - *GE Information Services—Taking the Consulting Approach*, December 1992 (NENSP).

Research Bulletin - *IS Organization in the 1990s—Will it Exist?* December 1992 (NENSP).

Research Bulletin - *Andersen Consulting—Emphasis on Customer Service*, December 1992 (SOSOP).

Research Bulletin - *Telecommunications Sector Market 1992-1997 Market Forecast*, December 1992 (MAMAP).

Research Bulletin - *BIS—Aiming for Top Five Position by 1994*, January 1993 (OEOSP). ■

## INPUT Contracts Inventory

INPUT orders incumbent contracts through FOIA for upcoming procurement opportunities tracked in the PAR (Procurement Analysis Report) data base. We are attempting to save you, the clients, time by ordering these contracts early in the procurement process. When we order these contracts on our own initiative we provide them to the client community. We order the incumbent contracts 3 to 12 months in advance of the estimated RFP release date. Copies of these contracts are available to clients for a minimal fee. Please call our hotline at (703) 847-6870 to purchase a copy of any of the contracts we hold in our inventory.

The following is a list of the contracts we hold in our inventory:

### Inventory

INPUT Reference #: 32001  
Contract Number: 53-3151-2-00001  
Contractor: Andersen Consulting  
Document Title: PCIMS  
Related PAR: Software Support Services (PCIMS), V1-05-042  
Department: Agriculture  
Document Type: Contract

*Continued on next page*

*Inventory . . . from page 7*

INPUT Reference #: 32002  
Contract Number: F01620-88-D-0086  
Contractor: Harris Corporation  
Document Title: Applications Software Support  
Related PAR: Applications Software Support,  
V-01-170  
Department: Air Force  
Document Type: Contract

INPUT Reference #: 32003  
Contract Number: F08635-87-C-0002  
Contractor: GTE Government Systems  
Document Title: Configuration Management of  
RIIS Hardware and Software  
Related PAR: Configuration Management of  
RIIS, V-01-174  
Department: Air Force  
Document Type: Contract

INPUT Reference #: 32004  
Contract Number: F19630-88-D-0005  
Contractor: AT&T Technologies  
Document Title:  
Related PAR: AFCAC 251  
Department: Air Force  
Document Type: Contract

INPUT Reference #: 32005  
Contract Number: F19630-91-D-0005  
Contractor: Sun Microsystems  
Document Title: Air Force Standard  
Workstations  
Related PAR: Tactical Air Force Workstation  
Contract (AFCAC 308), V-01-132  
Department: Air Force  
Document Type: Contract

INPUT Reference #: 32007  
Contract Number: F33615-89-D-4006  
Contractor: Metrica, Incor.  
Document Title: ADP Services and Data  
Department: Air Force  
Document Type: Contract

INPUT Reference #: 32008  
Contract Number: F33615-88-C-0024  
Contractor: General Dynamics

Document Title: Integrated Maintenance Info.  
System  
Department: Air Force  
Document Type: Contract

INPUT Reference #: 32009  
Contract Number: F19628-88-D-0040  
Contractor: EDS  
Document Title: Unified Local Area Network  
Architecture  
Related PAR: Unified Local Area Network  
Arch II (ULANA II), V-01-156  
Department: Air Force  
Document Type: Proposal

INPUT Reference #: 32010  
Contract Number: F19628-88-C-0081  
Contractor: Electronic Data System  
Document Title: Unified Local Area Network  
Related PAR: ULANA, VI-01-156  
Department: Air Force  
Document Type: Contract

INPUT Reference #: 32011  
Contract Number: F19628-88-D-0040  
Contractor: TRW  
Document Title: Unified Local Area Network  
Related PAR: ULANA, V-01-156  
Department: Air Force  
Document Type: Contract

INPUT Reference #: 32012  
Contract Number: MDA903-91-D-0061  
Contractor: Systems Research & Applications  
Document Title: ADP Technical Support  
Services  
Department: Army  
Document Type: Contract

INPUT Reference #: 32013  
Contract Number: DAHC94-89-C-0008  
Contractor: Computer Science Corp.  
Document Title: JCALS  
Related PAR: JCALS, V-02-035  
Department: Army  
Document Type: Contract

INPUT Reference #: 32014  
Contract Number: DAAB07-91-CN250  
Contractor: SAIC



Document Title: Lightweight Computer Unit  
Department: Army  
Document Type: Contract

INPUT Reference #: 32015  
Contract Number: DAA007-89-C-0035  
Contractor: Science and Technology Corporation  
Department: Army  
Document Type: Contract

INPUT Reference #: 32016  
Contract Number: DAEA26-86-D-0012  
Contractor: Syscon  
Document Title: Hardware and Maintenance for LOGMARS I  
Related PAR: Automatic Identification Technologies (AIT), V-02-077  
Department: Army  
Document Type: Contract

INPUT Reference #: 32017  
Contract Number: DAHC94-88-D-0008  
Contractor: Xerox  
Document Title: LOGMARS NTII  
Related PAR: Automatic Identification Technologies (AIT), V-02-077  
Department: Army  
Document Type: Contract

INPUT Reference #: 32018  
Contract Number: MDA903-88-C-0129  
Contractor: Vector Research Inc.  
Department: Army  
Document Type: Contract

INPUT Reference #: 32019  
Contract Number: DCA100-92-C0035  
Contractor: Computer Based Systems  
Document Title: ADP & Telecommunications Services  
Department: Defense  
Document Type: Contract

INPUT Reference #: 32020  
Contract Number: PM900100-01  
Contractor: E- Systems  
Department: Education  
Document Type: Pricing Document

INPUT Reference #: 32021  
Contract Number: DE-AC79-86-BP-60322  
Contractor: Infotech Development  
Document Title: Computer Facilities and Telecommunications  
Related PAR: Computer Facilities and Telecomm Services (COFATS), VI-07-105  
Department: Energy  
Document Type: Contract

INPUT Reference #: 32022  
Contract Number: 68-W0-0043  
Contractor: Computer Sciences Corp.  
Document Title: TOSS  
Department: EPA  
Document Type: Proposal and Contract

INPUT Reference #: 32023  
Contract Number: 68-01-71776  
Contractor: Computer Science Corp.  
Document Title: TOSS  
Department: EPA  
Document Type: Contract

INPUT Reference #: 32024  
Contract Number: L115  
Contractor: CBIS Federal Incorp.  
Document Title: Facilities Management Services  
Department: Federal Trade Commission  
Document Type: Contract

INPUT Reference #: 32025  
Contract Number: 282-88-0013  
Contractor: Social & Scientific Systems  
Document Title: Data Processing Support Services  
Related PAR: ADP Support Services, VII-08-061  
Department: Health & Human Services  
Document Type: Contract

INPUT Reference #: 32026  
Contract Number: 600-89-0014  
Contractor: Martin Marietta  
Document Title: Integrated Software Support  
Related PAR: VII-08-065  
Department: Health & Human Services  
Document Type: Contract

*Continued on next page*

*Inventory... from page 9*

INPUT Reference #: 32027  
 Contract Number: 600-92-0019  
 Contractor: Martin Marietta  
 Document Title: Integrated Software Support  
 Related PAR: Integrated Software Support  
 Services Contract (ISSSC), VII-08-065  
 Department: Health & Human Services  
 Document Type: Contract

INPUT Reference #: 32028  
 Contract Number: SOZ09035  
 Contractor: COMSIS Corporation  
 Document Title: Computer Programming and  
 Other Related Services  
 Related PAR: Facilities Management Services  
 VII-09-028  
 Department: Interior  
 Document Type: Contract

INPUT Reference #: 32029  
 Contract Number: 9C-C-ATR-0022  
 Contractor: WordPro  
 Document Title: ADP Facilities Management  
 Department: Justice  
 Document Type: Contract

INPUT Reference #: 32030  
 Contract Number: 3C-P-CIU-0007  
 Contractor: SYSCON  
 Document Title: Amicus-Facilities  
 Management  
 Related PAR: AMICUS III, VII-10-048  
 Department: Justice  
 Document Type: Contract

INPUT Reference #: 32031  
 Contract Number: 2C-K-CIV-0001  
 Contractor: Integrated Microcomputer  
 Document Title: CASE Management Support  
 Services  
 Department: Justice  
 Document Type: Contract

INPUT Reference #: 32032  
 Contract Number: J-9-E-0064  
 Contractor: Computer Sciences Corp.  
 Document Title: Black Lung Automated  
 Support

Related PAR: Black Lung Automated Support  
 (BLAS), VII-09A-014  
 Department: Labor  
 Document Type: Contract

INPUT Reference #: 32033  
 Contract Number: NAS8-37200  
 Contractor: Boeing  
 Document Title: Computational Mission  
 Services  
 Department: NASA  
 Document Type: Contract

INPUT Reference #: 32034  
 Contract Number: NAS2-13080  
 Contractor: Bendix Field Engineering  
 Document Title: Data Communications Support  
 Services  
 Related PAR: VII-15-009  
 Department: NASA  
 Document Type: Contract

INPUT Reference #: 32035  
 Contract Number: NAS8-38000  
 Contractor: Boeing  
 Document Title: Program Support  
 Communication Network  
 Department: NASA  
 Document Type: Contract

INPUT Reference #: 32036  
 Contract Number: NAS13-315  
 Contractor: Lockheed Engineering  
 Document Title: Technical Support Services  
 Department: NASA  
 Document Type: Contract

INPUT Reference #: 32037  
 Contract Number: NAS1-18777  
 Contractor: UNISYS  
 Document Title: Scientific Computer  
 Operations Programming  
 Department: NASA  
 Document Type: Proposal

INPUT Reference #: 32038  
 Contractor: Convex Computer Corp.  
 Document Title: Flight Simulator Computing  
 System



Department: NASA  
Document Type: Proposal

INPUT Reference #: 32039  
Contractor: Cray Research Inc.  
Document Title: Super Computer  
Augmentation  
Department: NASA  
Document Type: Proposal

INPUT Reference #: 32040  
Contractor: Cray Research  
Document Title: Super Computer  
Augmentation  
Department: NASA  
Document Type: Proposal

INPUT Reference #: 32041  
Contractor: Control Data Corporation  
Document Title: Systems Maintenance of the  
LARC Computer Complex  
Department: NASA  
Document Type: Proposal

INPUT Reference #: 32042  
Contract Number: N00123-91-C-0036  
Contractor: MATCOM II  
Document Title: Information Systems/ADP  
Services  
Related PAR: IS/ADP, V-03-131  
Department: NAVY  
Document Type: Contract

INPUT Reference #: 32043  
Contract Number: NAS8-38000  
Contractor: Boeing Computer Services  
Document Title: Program Information System  
Mission Services  
Related PAR: PRISM, VIII-15-10  
Department: NASA  
Document Type: Statement of Work

INPUT Reference #: 32044  
Contract Number: N66032-91-D-001  
Document Title: NARDAC Support  
Related PAR: NARDAC Support Services,  
V-03-126  
Department: Navy  
Document Type: Contract

INPUT Reference #: 32045  
Contract Number: N00189-89-D-0188  
Contractor: SYSCON Corporation  
Document Title: ADP Systems Development  
Related PAR: V-03-118  
Department: Navy  
Document Type: Contract

INPUT Reference #: 32046  
Contractor: Integraph  
Document Title: CAD-II  
Related PAR: V-03-014  
Department: NAVY  
Document Type: Best and Final Offer

INPUT Reference #: 32047  
Contract Number: N66032-92-D-0004  
Contractor: HBC  
Document Title: Tactical Advanced  
Computer III  
Related PAR: TAC III, V-03-117  
Department: Navy  
Document Type: Contract

INPUT Reference #: 32048  
Contract Number: N00140-88-C-RL33  
Contractor: Peterson Builders Inc.  
Document Title: SIMPAC  
Department: Navy  
Document Type: Contract

INPUT Reference #: 32049  
Contract Number: N00123-86-C-0506  
Contractor: Systems Development Corp  
Related PAR: V-03-052  
Department: Navy  
Document Type: Contract

INPUT Reference #: 32050  
Contract Number: NAS9-95619  
Contractor: Lockheed Engineering  
Document Title: White Sands Test Facilities  
Related PAR: White Sands Facility Site  
Support, VIII-15-095  
Department: NASA  
Document Type: Contract

INPUT Reference #: 32051  
Contract Number: 104230-89-B-H024  
Contractor: Sysorex Information Sys.

*Continued on next page*

*Inventory ... from page 11*

Department: Postal Service  
Document Type: Contract Modification

INPUT Reference #: 32052  
Contract Number: 000-62-0026  
Contractor: Planning Research Corp.  
Document Title: Foreign Affairs Information System  
Department: State  
Document Type: Contract

INPUT Reference #: 32053  
Contract Number: 1086-6-602022  
Contractor: Halifax Engineering Inc.  
Document Title: Professional Services  
Department: State  
Document Type: Contract

INPUT Reference #: 32054  
Contract Number: DTOS59-92-C-12016  
Contractor: EMC2  
Document Title: Computer Mainframe DASD Storage  
Department: Transportation  
Document Type: Proposal

INPUT Reference #: 32055  
Contract Number: DTFA01-89-C-00017  
Contractor: Computer Science Corp.  
Document Title: Data Link Processor  
Related PAR: Data Link Processor (DLP), VII-11-025  
Department: Transportation  
Document Type: Contract

INPUT Reference #: 32056  
Contract Number: DTFA01-89-C-0017  
Contractor: Computer Science Corp.  
Document Title: ERSDS  
Related PAR: Data Link Processor (DLP), VII-11-025  
Department: Transportation  
Document Type: Contract

INPUT Reference #: 32057  
Contract Number: DTFA01-84-C-00017  
Contractor: Martin Marietta Aerospace

Document Title: Systems Engineering Integration  
Related PAR: VII-11-052  
Department: Transportation  
Document Type: Contract

INPUT Reference #: 32058  
Contract Number: DTRS-57-89-C-00033  
Contractor: American Management Systems  
Document Title: OMNI  
Department: Transportation  
Document Type: Contract

INPUT Reference #: 32059  
Contract Number: TOS-91-8  
Contractor: Sysorex Information Sys.  
Document Title: D-MAC  
Department: Treasury  
Document Type: Contract

INPUT Reference #: 32060  
Contract Number: TIR-91-0072  
Contractor: AT&T  
Document Title: T-MAC  
Department: Treasury  
Document Type: Contract

INPUT Reference #: 32061  
Contract Number: TC-91-001  
Contractor: Lamarian Systems Incorp.  
Document Title: Automated Commercial System  
Related PAR: Automated Commercial System (ACS), VII-12-051  
Department: Treasury  
Document Type: Contract

INPUT Reference #: 32062  
Contract Number: TC-89-028  
Contractor: Lamarian Systems  
Document Title: Maintenance of Current System  
Related PAR: Automated Commercial System (ACS), VII-12-051  
Department: Treasury  
Document Type: Contract

INPUT Reference #: 32063  
Contract Number: TIR-92-0014  
Contractor: TRW



Document Title: Integration Support  
 Department: Treasury  
 Document Type: Contract

INPUT Reference #: 32065  
 Contract Number: NAS13-290  
 Contractor: Sverdrup Technology  
 Document Title: Technical Support Services  
 Department: NASA  
 Document Type: Contract ■

## Federal Re-Engineering— A Change in Processes and a Change for SI Vendors

*The following is an excerpt from a recent federal research bulletin:*

Business process re-engineering is emerging as a key driver for more federal systems integration projects. In a newly released report, *The Federal Systems Integration Market, 1992-1997*, INPUT asked federal agency IRM personnel what trends had affected their systems integration projects the most. Business process re-engineering ranked among the top three trends.

Agencies commented that re-engineering is essential in bringing systems to open systems compliance (the top ranked trend). Agencies also commented on the savings re-engineering can provide and how it is instrumental in cost-justifying automation expenditures.

Business process re-engineering is the radical retooling of organizational work flow before starting the automation of a system. It recognizes that adding more computing power to an older system will not give you a better system and that technology must be viewed as an enabler, not a solution.

This trend is reshaping the formula of systems integration projects. In business process re-engineering, the systems integrator does not have the luxury of building systems based on well defined

*Continued on next page*

## "Hot Hotlines"

**Desktop IV**  
 Air Force

PAR V-01-150

This program has been awarded again. This award was granted to GTSI and Zenith on February 2, 1993.

EDS and CompuAdd protested the award. CompuAdd removed their petition for protest, leaving the EDS protest alone in halting the Desktop IV award.

The protest filed by EDS has caused the GSA's Board of Contract Appeals to suspend the Desktop IV award effective February 22, 1993. The suspension will continue until the resolution of the protest. No hearing date has been set.

If the contract passes through the protest period unscathed, the estimated award amounts will be: Zenith-\$792,002,769 and GTSI-\$655,071,114.

**SIDDOMS**  
 Defense

PAR V-04E-007

The Defense Supply Service-Washington, on behalf of the Defense Medical Support Service Center (DMSSC), will procure technical support services for the Defense Medical Information System (DMIS) and the system integration, design, development, operations, and maintenance (SIDDOMS).

Two CBD announcements have been published regarding this procurement. The contracting officer stated that an RFP will be released in February 1993.

*Continued on next page*



*Hotlines... from page 13***SETARS  
NASA**

VIII-15-114

Sverdrup Technology holds the current contract to perform Scientific, Engineering, Technical, Administrative, and Related Services for NASA's Langley Research Center.

The re-compete of this contract will be the largest 8(a) set-aside in NASA history and possibly the largest overall.

The RFP for the SETARS program will be released on March 15, 1993. Bids will be due on May 15, 1993. An award is anticipated for September, 1993. ■

Systems integrators need to gain business process re-engineering capabilities because their competitors are sure to acquire them, whether by external acquisition, alliance or internal growth. Vendors can participate in the expansion of the systems integration marketplace if they can gain enough business process re-engineering experience early in the game. For these reasons alone, today's integrator must participate in this new methodology. ■

## INPUT Notes

### Relationship with CAI/SISCO

INPUT has established a strategic relationship with another local business development support services provider, CAI/SISCO. As many already know, CAI/SISCO has been successfully providing business development support services to federal and commercial systems. These are provided on an opportunity-exclusive basis to avoid conflicts. Such services include:

- Strategic and opportunity capture planning
- Solution development and demonstration support
- Independent competitive analysis and reality modeling
- Proposal development, reviews and support
- Solution costing and component and services procurement
- Bid pricing strategy development and modeling

CAI/SISCO also provides business development support system modernization services aimed at providing "more success for less investment." Built around their *InfoCentricity*™ concept these services are attracting great interest in the business development community.

INPUT feels that this will be a valuable marriage of talents and expertise. More detail regarding this relationship will be announced at our March 16th breakfast meeting.

*Re-engineering... from page 13*

agency specifications and guidelines, as has been done in the past. Re-engineering demands a fresh look at business processes and rules that require a new set of skills to be a successful integrator.

This new approach emphasizing systems design places greater demands on the internal staff of systems integrators. Vendors are now forced to develop the skills within their internal staff because personnel with these skills are not readily available in the marketplace. A handful of integrators have jumped ahead in the re-engineering race. Companies like CACI International, Price Waterhouse, BTG Inc, Systems Research & Applications, and NMI of Fairfax, VA, are winning more contracts because they can provide re-engineering services.



## Third-Party FOIA Requests

As part of your federal subscription, INPUT will perform FOIA requests for your company as a third party. To cover administrative costs, INPUT charges \$75 per request plus the agency FOIA charges. One request is equal to one contract and any additional related documents. INPUT will order documents through FOIA for your company and continually monitor the status of your FOIA requests. Once received, INPUT releases FOIAed documents to the requesting company and does not keep internal copies. However, INPUT does request incumbent contracts related to PARs (Procurement Analysis Reports) before receiving client FOIA requests for these contracts. These contracts are available for clients to purchase. Please refer to our current contract inventory listed earlier in the newsletter.

## Data Base Training

INPUT has started a new client training program. With the release of the new FAIT data base and more data bases to come, we have noticed the need for formal client training. In March, we began monthly client training classes at our Vienna office.

Classes are held the first Tuesday of every month from 1pm to 5pm. Our next class will take place on April 6, 1993. We will conduct PAR data base training from 1pm to 2pm and FAIT database training from 2pm to 5pm. All clients are welcome. Please R.S.V.P. to Jean Beaver (703) 847-6870 by March 30th for our April class.

INPUT also offers specialized training and orientations at client sites. Please contact Chris Forest at (703) 847-6870 to set up an on-site orientation or training session.

## Federal Breakfast

INPUT's next federal breakfast will be held:

March 16, 1993  
8:00 am to 10:00 am  
Tyson's Corner Marriott

This quarter's speaker will be Frank McDonough, Assistant Commissioner, Office of Federal Information Resources Management, GSA. He will be speaking about "Service to the Citizen."

Please R.S.V.P. to Jean Beaver (703) 847-6870 by March 9th. Register early. Seats are limited.

INPUT clients receive two free tickets. Non-clients or additional tickets may be purchased for \$35.00 each.

## INPUT Staff Announcements

Dianne Kaminsky is now handling all PAR data base technical problems. Please contact her at (703) 847-6870 if you are experiencing technical difficulties with the PAR data base or if you have any suggestions regarding data base content or functionality.

## INPUT Calendar of Events

### MARCH

- 16 INPUT Federal Breakfast Speaker - Frank McDonough
- 22 Washington Technology Expo
- 28-31 INPUT President, Peter Cunningham speaking at the ITAA Spring Conference.

### APRIL

- 6 Client Training at the Vienna Office
- 13-15 FOSE
- 20 Federal Marketing Services Conference and Expo



## ■ **ABOUT INPUT**

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Since 1974, information technology (IT) users and vendors throughout the world have relied on INPUT for data, objective analysis and insightful opinions to support their plans, market assessments and technology directions, particularly in computer software and services. Clients make informed decisions more quickly and save on the cost of internal research by using INPUT's services.

Call us today to learn how your company can use INPUT's knowledge and experience to grow and profit in the revolutionary IT world of the 1990s.

## ■ **ANNUAL SUBSCRIPTION PROGRAMS**

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### ***NORTH AMERICAN AND EUROPEAN MARKET ANALYSIS PROGRAMS***

*Analysis of Information Services, Software and Systems Maintenance Markets*  
*5-year Forecasts, Competitive and Trend Analysis*

- 15 Vertical Markets
- 9 Categories of Software and Services
- 7 Cross-Industry Markets
- The Worldwide Market (30 countries)

### ***U.S. FOCUSED PROGRAMS***

- Outsourcing (vendor and user)
- Downsizing (vendor and user)
- Systems Integration
- EDI and Electronic Commerce
- IT Vendor Analysis
- U.S. Federal Government IT Procurements

### ***EUROPEAN FOCUSED PROGRAMS***

- Outsourcing (vendor and user)
- Downsizing (vendor and user)
- Systems Integration
- Corporate Networks
- Customer Services

## ■ **CUSTOM CONSULTING**

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Many vendors leverage INPUT's proprietary data and industry knowledge by contracting for custom consulting projects to address questions about their specific market strategies, new product/service ideas, customer satisfaction levels, competitive positions and merger/acquisition options.

INPUT advises users on a variety of IT planning and implementation issues. Clients retain INPUT to assess the effectiveness of outsourcing their IT operations, assist in the vendor selection process and in contract negotiation/implementation. INPUT has also evaluated users' plans for systems and applications downsizing.

## ■ **INPUT WORLDWIDE**

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**San Francisco** — 1280 Villa Street  
Mountain View, CA 94041-1194  
Tel. (415) 961-3300 Fax (415) 961-3966

**New York** — 400 Frank W. Burr Blvd.  
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Tel. (201) 801-0050 Fax (201) 801-0441

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# INPUT<sup>®</sup> Federal Newsletter

ROUTE TO:

A Publication from INPUT's Federal Information Technology Procurement Program

Vol. I, No. 3

April, 1993

## March Procurement Highlights

### Air Force

DMRD 924 V-01-154  
The \$362 million award made to BDM Inc. was protested by CSC, Grumman Data Systems, and GDE Systems.

### Army

AWIS V-02-008  
The Draft RFP for the Army WWMCCS Information System will be released in April 1993, with a Final RFP following in June, 1993.

GTN V-02-073  
The Global Transportation Network program was awarded to NCI Information Systems with a value of \$6 million.

### Navy

TAC-IV V-03-138  
Comments regarding the RFI for the Tactical Advanced Computers 4 program are due on March 31, 1993. A Final RFP is expected in May, 1993.

NAVRAM V-03-144  
The Application Software and Hardware for Major Retailing Functions was canceled due to modifications in NEXCOM's approach to the NAVRAM program.

### Defense

JIEO OMNIBUS V-04G-027  
An RFP for the Joint Interoperability Engineering Organization OMNIBUS program will be released on July 16, 1993.

DREN V-04M-001  
An RFI appeared in the CBD on February 10, 1993 regarding the Defense Research and Engineering Network program. Comments are due on March 19, 1993.

### State

CTS VII-09C-011  
Bids for the Consolidated Telecommunication Services for domestic Installations are due on April 14, 1993.

### IN THIS ISSUE:

March Procurement Highlights .....	1
Recent DPAs .....	2
"Hot Hotlines" .....	3
Recent Information Center Acquisitions .....	4
INPUT Notes .....	6

*Continued on next page*

*Highlights ... from page 1***Justice**

JCON VII-10-052

A requirements extract was released for the core systems integration portion of the Justice Consolidated Network program on March 10, 1993. The RFP will be released on or about May 15, 1993.

**Transportation**

FEDCAC 106 VII-11-050

The receipt of proposals for the Standard Workstation Contract have been postponed indefinitely.

**Treasury**

SCRIPTS VII-12-068

The Service Center Recognition/Image Processing Systems program was awarded to Grumman Data Systems with a lifetime value of \$87.7 million.

SCSS TA VII-12-087

The value for the Telecommunication and Security System portion of SCSS has a value of \$150 million.

**NASA**

CAPES VIII-15-116

An RFC for the Computational Administrative Professional and Engineering Services was released in January, 1993. An RFP should be released in March, 1993.

**EPA**

TOSS VIII-17-022

The current contract held by Computer Sciences Corp. will be recompeted. ■

**Recent DPAs****Defense**

Cynthia Kendall  
Deputy Assistant Secretary of Defense  
Office of the Assistant Secretary of Defense  
Department of Defense  
Washington, DC 20301-5679  
(703) 695-5679

**DPA #KMA-93-032** was granted on February 11, 1993, for the acquisition of Federal Information Processing (FIP) resources and services to support the Department of Defense, Office of the Deputy Assistant Secretary of Defense for Health Services Operations, Civilian Health and Medical Program of the Uniform services Reform Initiative in California and Hawaii.

**DPA #KMA-93-145** was granted on February 18, 1993, for the acquisition of Federal Information Processing (FIP) support services to support the Department of Defense, Office of the Deputy Assistant Secretary of Defense for Health Services Operations, Office of Civilian Health and Medical Program of the Uniform Services.

**Justice**

Julie Jones  
Acting Director  
Systems Policy Staff  
Justice Management Division  
Department of Justice  
Washington, DC 20530  
(202) 514-4311

**DPA #KMA-93-124** was granted on February 5, 1993, for the acquisition of FIP support services for the Department of Justice's United States Attorneys Offices.

**DPA #KMA-93-125** was granted on February 10, 1993, for the acquisition of FIP resources for the Federal Bureau of Investigation (FBI) Headquarters Computer Center.

**DPA #KMA-93-126** was granted on February 8, 1993, for the acquisition of FIP resources in



## “Hot Hotlines”

**DREN**  
PAR V-04M-001  
Defense

The Department of Defense is seeking to develop a high-speed Defense Research and Engineering Network. DREN is envisioned as a private network run over a public data network. DREN will be capable of interfacing with other high-performance computing networks.

An RFI was released in the February 10, 1993, CBD. An open briefing was held on February 18, 1993. An RFP is expected to be released in April, 1993.

**Facilities Management Services**  
PAR VII-09A-015  
Labor

This program provides support services to manage and maintain the Corporate Computer Center in Washington, DC for the Pension Benefit Guaranty Corporation. Services will be performed on PBGC provided equipment.

The RFP was released on March 1, 1993. Bids are due on April 26, 1993.

**ADP Support Services**  
PAR VII-10-028  
Justice

This program provides ADP support services for the Immigration and Naturalization Service. The current CDSI contract expires in September, 1993. A new contract should be in place when the current contract expires.

INPUT has submitted a Freedom of Information Request (FOIA) for the CDSI contract. Because of Justice's FOIA backlog, the expected receipt of this request is not until 1994.

*Continued on next page*

support of the Department of Justice's Justice Retrieval and Inquiry System.

**DPA #KMA-93-128** was granted for the acquisition of the Department of Justice's Federal Bureau of Investigation (FBI).

**DPA KMA-92-450(A)** was granted to acquire FIP processing resources in support of the Department of Justice's Executive Office for Immigration Review.

## NASA

Dietwald A. Gerstner  
Director, IRM Policy Division  
National Aeronautics and Space Administration  
Headquarters  
Code NTD  
Washington, DC 20546  
(202) 358-1379

**DPA #KMA-93-109** was granted on February 12, 1993, for the acquisition of Federal Information Processing (FIP) resources for Goddard Space Flight Center's Climate and Radiation Branch and TRMM Office Support Services.

**DPA #KMA-93-117** was granted on February 9, 1993, for the acquisition of Federal Information Processing (FIP) resources to support the NASA Office of Space Communications.

**DPA #KMA-92-079(A)** was granted on January 28, 1993, for the FIP resources for the Scientific and Engineering Workstation Procurement (SEWP) at Goddard Space Flight Center.

**DPA #KMA-93-068** was granted on January 11, 1993, for the acquisition of Federal Information Processing (FIP) support Services for High Energy Astrophysics Research and Programmatic Support.

**DPA #KMA-93-097** was granted on January 28, 1993, for the acquisition of Federal Information Processing (FIP) resources to satisfy requirements for Goddard Space Flight Center.

## Treasury

Jane Sullivan  
Director, Office of Information Resource Management  
Department of the Treasury  
Treasury Annex Building, Room 3190  
Washington, DC 20220  
(202) 622-1599

*Continued on next page*



*Hotlines ... from page 3***Financial Management and FIP Support Services**

PAR VII-12-088

Treasury

The contractor for this program will be responsible for supporting government financial management for the FMS.

The RFP was released on March 19, 1993. Questions must be submitted by April 8, 1993. Bids are due on May 12, 1993.

**TIPS**

PAR VII-12-091

Treasury

The Treasury Information Processing System is the recompetes of an ADP Support Services contract designed to upgrade and integrate the IRS's data processing systems in accordance with the Tax Systems Modernization (TSM) program.

The technical requirements for this procurement are still in the developmental stages; hence, no procurement schedule has been developed. The Department of the Treasury would like to have the contract awarded by March, 1994. ■

DPA #KMA-93-096 was granted on February 5, 1993, for the acquisition of Federal Information Processing (FIP) resources in support of the Department of Justice Civil Division. ■

## Recent Information Center Acquisitions

**Procurement Documents**

Department: Air Force

Title: Low Cost Data Link Advanced Technology Source List

Related PAR: JTIDS Low Cost Data Link (LCDL), V-01-180

RFP #: F19628-93-R-0002

Document Type: BML

Department: Air Force

Title: JTIDS Affordability/Manufacturing Technology Demo

Related PAR: JTIDS Low Cost Data Link (LCDL), V-01-180

RFP #: F19628-93-R-0002

Document Type: RFP

Department: Air Force

Title: EDS Protest of Desktop IV, No. 12300-P

Related PAR: Desktop IV, V-01-150

RFP #: F01620-91-R-A212

Document Type: Protest

Department: Defense

Title: Defense Information Systems Network - Far Term

Related PAR: Defense Information Systems Network - Far Term, V-04G-009

Document Type: White Papers, Source List

INPUT Ref #: 02440.1

Department: Defense

Title: Prime Contractor Awards by State in Defense

Document Type: Award List

INPUT Ref #: 02440.2

Department: Defense

Title: Companies Participating in DoD Subcontracting

Document Type: List of Subcontractors

INPUT Ref #: 02440.3

Department: Defense

Title: Draft RFP for Defense Commissary Information System

Related PAR: Defense Commissary Information System (DCIS), V-04K-001

RFP #: F01620-91-R-0004

Document Type: Draft RFP

Department: Defense

Title: Department of Defense Telephone Directory

*DPAs ... from page 3*

DPA #KMA-93-090 was granted on January 28, 1993, for the acquisition of microfilm services for the Financial Information Check Claims.

DPA #KMA-93-103 was granted on February 8, 1993, for the acquisition of Federal Information Processing (FIP) operating system software for the Integrated Data Retrieval System cluster controllers at IRS locations nationwide.

DPA #KMA-93-101 was granted on February 3, 1993, for the acquisition of Federal Information Processing (FIP) resources for use at various Internal Revenue Service Centers throughout the United States.



Document Type: Directory  
INPUT Ref #: 02800.1

Department: Defense  
Title: Technical Reference Model for Information Management

Document Type: Reference Model  
INPUT Ref #: 2450.1

Department: Defense  
Title: Defense Information Systems Agency Annual Report 1991  
Document Type: Annual Report

Department: Defense  
Title: Defense Technology Conversion  
Document Type: Report

Department: Defense  
Title: Department of Defense Telephone Directory  
Document Type: Directory

Department: Defense  
Title: GFE Scientific Computing Modernization  
Related PAR: GFE Scientific Computing Modernization, V-04B-005  
RFP #: DNA001-93-R-0015  
Document Type: RFP

Department: Energy  
Title: Analysis of Energy Data Collection  
Related PAR: Analysis of Energy Data Collections, VI-07-110  
RFP #: DE-RP01-93EI22832  
Document Type: RFP, Bidders list  
INPUT Ref #: 6150.1

Department: GSA  
Title: Proposed Amendments to the Rules of Procurement GSBGA  
Document Type: Procedure  
INPUT Ref #: 12006.3

Department: Health & Human Services  
Title: Integrated Software Support Services Contract  
Related PAR: Integrated Software Support Services, VII-09-065  
RFP #: SSA-RFP-94-1315  
Document Type: RFP

Department: Health & Human Services  
Title: Medicare Transaction System  
Related PAR: Medicare Transaction System, VII-08-063  
RFP #: HCFA-9202-MTS

Department: Health & Human Services  
Title: Independent Verification & Validation of MTS  
Related PAR: Independent Verification & Validation for MTS, VII-08-064

RFP #: HCFA-9202-IVV  
Document Type: RFP and Amendments

Department: NASA  
Title: Computational, Administrative, Professional (CAPES)  
Related PAR: Computational, Administrative, Professional Services, VIII-15-116  
Document Type: RFC, Bidders list  
INPUT Ref #: 18400.1

Department: NASA  
Title: Goddard Space Flight Center Phone Directory  
Document Type: Directory

Department: NASA  
Title: Lewis Research Center Telephone Directory  
Document Type: Directory

Department: NASA  
Title: Langley Research Center Phone Directory  
Document Type: Directory

Department: NASA  
Title: NASA Headquarters Directory  
Document Type: Directory

Department: NASA  
Title: Goddard Annual Procurement Report FY1992  
Document Type: Report

Department: NASA  
Title: Research and Technology 1991 Goddard SFC  
Document Type: Report

Department: NASA  
Title: CAPES  
Related PAR: CAPES, VIII-15-116  
RFP #: NAS3-489673  
Document Type: RFP, Draft RFP

Department: NASA  
Title: Doing Business with NASA  
Document Type: Information Pamphlet

## Reference Documents

Title: Federal Acquisition Regulation  
Document Type: Reference Document  
INPUT Ref #: 1601

Department: Agriculture  
Title: Financial Management Status Report and 5-Year Plan  
Document Type: CFO REPORT

Department: Energy  
Title: Maintenance Management Program  
Document Type: Reference  
INPUT Ref #: 6001

*Continued on next page*



## Acquisitions... from page 5

Department: Executive of the President  
 Title: OMB Circular A-130  
 Document Type: Reference  
 INPUT Ref #: 8001

Department: GAO  
 Title: Composite Health Care System: Outpatient Capability  
 Document Type: GAO Report  
 INPUT Ref #: 1100.15

Department: GAO  
 Title: Air Force ADP: Lax Contract Oversight Led to Waste  
 Document Type: GAO Report  
 INPUT Ref #: 1100.16

Department: GAO  
 Title: Pesticides: Information Systems Improvements  
 Document Type: GAO Report  
 INPUT Ref #: 1100.17

Department: GAO  
 Title: Veterans Benefits: Acquisition of Information Resources  
 Document Type: GAO Report  
 INPUT Ref #: 1100.18

Department: National Security Agency  
 Title: A Guide to Understanding Security Modeling  
 Document Type: Reference

Department: National Security Agency  
 Title: A Guide to Procurement of Trusted Systems  
 Document Type: Reference

Department: Veterans Affairs  
 Title: Forecast of Contracting Opportunities  
 Document Type: Reference  
 INPUT Ref #: 27002

Department: Veterans Affairs  
 Title: Doing Business with the Veterans Affairs  
 Document Type: Reference  
 INPUT Ref #: 27003 ■

time by ordering these contracts early in the procurement process. When we order these contracts on our own initiative, we provide them to the client community. We order the incumbent contracts 3 to 12 months in advance of the estimated RFP release date. Copies of these contracts are available to clients for a minimal fee. We charge clients an administrative fee of \$50 per document plus the agency charges.

Please call our hotline at (703) 847-6870 to purchase a copy of any contracts that we hold in our inventory. Please refer to the March Newsletter for a list of the contracts.

## Third-Party FOIA Requests

As part of your federal subscription, INPUT will perform FOIA requests for your company as a third party. To cover administrative costs, INPUT charges \$75 per request plus the agency FOIA charges. One request is equal to one contract and any additional related documents. INPUT will order documents through FOIA for your company, and continually monitor the status of your FOIA requests. Once received, INPUT releases these documents to the requesting company and does not keep internal copies. However, INPUT does request incumbent contracts related to PARs (Procurement Analysis Reports) before receiving client FOIA requests for these contracts. These contracts are available for clients to purchase.

## Dialog Charges

INPUT utilizes Dialog, an on-line data base service, in order to answer many of your questions. In order to keep our Dialog expenses at a reasonable level, we've been forced to pass some of these charges along to our clients.

Each client is allowed up to \$100 of Dialog usage per month. Clients whose questions require more than \$100 of Dialog for a month are billed for the entire Dialog charge. This policy was very effective throughout 1992. If you have any questions or suggestions regarding this policy, please let us know.

## INPUT Notes

### INPUT Contracts Inventory

INPUT orders incumbent contracts through FOIA for upcoming procurement opportunities tracked in the PAR (Procurement Analysis Report) Database. We are attempting to save you, the clients,

### Data Base Training

INPUT is continuing its monthly client training program. Classes are held the first Tuesday of every month from 1 p.m. to 5 p.m. Our next class will take place on May 4, 1993. We will conduct



PAR database training from 1 p.m. to 2 p.m. and FAIT database training from 2 p.m. to 5 p.m. All clients are welcome. Please R.S.V.P. to Jean Beaver (703) 847-6870 by April 27th for our May class.

INPUT also offers specialized training and orientations at client sites. Please contact Chris Forest at (703) 847-6870 to set up an on-site orientation or training session.

## INPUT Staff Announcements

INPUT is happy to announce the addition of Bob Deller to our Washington staff. Bob will be managing our Federal Market Analysis Reports Program. He will also oversee federal custom consulting and provide senior level support to the hotline.

Bob comes to us from Selbre, Inc., where he was the Director of Market Research. He also writes the highly regarded "FedWatch" column for GCN.

Bob, welcome to our staff!

## Federal Information Systems and Services Report

Will the shrinking DoD Budget cause a great reduction in IT spending? Will the increased "service to the citizen" emphasis in the civilian agencies greatly increase their IT requirements?

Changing procurement schedules, shifting priorities, new technology demands—all these are chronicled in INPUT's report, *Federal Information Systems and Services, 1992-1997*.

Starting with the agencies' own budget information, INPUT analysts have developed comprehensive forecasts for 11 delivery modes in the federal marketplace, ranging from systems integration to software products.

As you plan for the changing federal IT market conditions, you will need this report at your side to better understand what forces are at play and how they will impact your opportunities. You will need this information to decide which markets to emphasize, which technologies to embrace and when you should seek teaming partners.

The study is available now. The fee for this crucial planning information is \$2,995.

Companies such as CSC, IBM, Digital, HFSI, and Boeing, just to name a few, are already using this critical information. To order your copy, please call Chris Forest today at (703) 847-6870.

## INPUT Federal Conference

Now is the time for reassessing your prospects in the federal marketplace. Over the next five years, a lot of changes will take place as the new administration takes hold and as the DoD restructuring progresses. The continually growing IT budget is shifting toward civilian agencies. New technologies promise to deliver more power and flexibility to the users through downsizing, outsourcing, and re-engineering.

Vendors determined to take advantage of the opportunities created by the new federal marketplace will attend this conference. Don't be left behind! Attend INPUT's 1993 Federal Information Technology Conference and gain new insights from agency representatives, vendor executives, and INPUT experts!

June 24 & 25  
Tyson's Corner Marriott  
Vienna, VA

To register, call Jean Beaver today at  
(703) 847-6870.

## INPUT Calendar of Events

### APRIL

- |       |   |
|-------|---|
| 6     | Client Training                               |
| 13-15 | FOSE Exhibition                               |
| 20    | Amtower Federal Marketing Expo and Conference |

### MAY

- |   |                 |
|---|-----------------|
| 4 | Client Training |
|---|-----------------|

### JUNE

- |       |                          |
|-------|--------------------------|
| 24-25 | INPUT Federal Conference |
|-------|--------------------------|



## ■ ABOUT INPUT

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Since 1974, information technology (IT) users and vendors throughout the world have relied on INPUT for data, objective analysis and insightful opinions to support their plans, market assessments and technology directions, particularly in computer software and services. Clients make informed decisions more quickly and save on the cost of internal research by using INPUT's services.

Call us today to learn how your company can use INPUT's knowledge and experience to grow and profit in the revolutionary IT world of the 1990s.

## ■ ANNUAL SUBSCRIPTION PROGRAMS

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### *NORTH AMERICAN AND EUROPEAN MARKET ANALYSIS PROGRAMS*

*Analysis of Information Services, Software and Systems Maintenance Markets*

*5-year Forecasts, Competitive and Trend Analysis*

- 15 Vertical Markets
- 9 Categories of Software and Services
- 7 Cross-Industry Markets
- The Worldwide Market (30 countries)

### —— *U.S. FOCUSED PROGRAMS* ——

- Outsourcing (vendor and user)
- Downsizing (vendor and user)
- Systems Integration
- EDI and Electronic Commerce
- IT Vendor Analysis
- U.S. Federal Government IT Procurements

### —— *EUROPEAN FOCUSED PROGRAMS* ——

- Outsourcing (vendor and user)
- Downsizing (vendor and user)
- Systems Integration
- Corporate Networks
- Customer Services

## ■ CUSTOM CONSULTING

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Many vendors leverage INPUT's proprietary data and industry knowledge by contracting for custom consulting projects to address questions about their specific market strategies, new product/service ideas, customer satisfaction levels, competitive positions and merger/acquisition options.

INPUT advises users on a variety of IT planning and implementation issues. Clients retain INPUT to assess the effectiveness of outsourcing their IT operations, assist in the vendor selection process and in contract negotiation/implementation. INPUT has also evaluated users' plans for systems and applications downsizing.

## ■ INPUT WORLDWIDE

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Kanda Sakuma-cho, Chiyoda-ku, Tokyo 101, Japan  
Tel. +3 3864-0531 Fax +3 3864-4114





# INPUT<sup>®</sup> Federal Newsletter

ROUTE TO:

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A Publication from INPUT's Federal Information Technology Procurement Program

Vol. I, No. 4

May, 1993

## April Procurement Highlights

### Air Force

DT IV V-01-150  
The hearing for this protest took place in late March. A decision is scheduled for May 19, 1993.

DMRD 924 V-01-154  
The protest of the award made to BDM was dismissed. The award stands with a value of \$362 million.

### Defense

JIEO OMNIBUS V-04G-027  
INPUT has received the current Logicon contract for this program.

### IN THIS ISSUE:

April Procurement Highlights .....	1
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### Navy

SNAP I V-03-113  
The SNAP I program has been cancelled. It has been superseded by the NALCOMIS Phase II procurement. The maintenance is currently handled under the SNAP II procurement.

WISE V-03-143  
The Workstation Information System Enhancement program has been cancelled due to a lack of funding and the delay in the award of the Desktop IV contract.

### Agriculture

ISAP VI-05-034  
Bids for the Integrated Systems Acquisition Project are due on July 29, 1993.

### Justice

NCIC 2000 VII-10-024  
The contract for the National Crime Information Center 2000 program was awarded on March 19, 1993 to the Harris Corporation with a value of \$46.9 million.

*Continued on next page*

*Highlights . . . from page 1*

ITN VII-10-058  
The RFP for the IAFIS Image Transmission Network will be released on April 26, 1993.

**Transportation**

Facilities Mgt. VII-11-048  
An award for Facilities Management for the Transportation Computer Center was made on March 29, 1993 to Cincinnati Bell Information Systems with a value of \$40 million.

NISC VII-11-053  
The National Airspace Implementation Support Contract was awarded on March 15, 1993 to General Electric Company with a value of \$121.6 million.

**NASA**

ECS VIII-15-085  
The EOSDIS program was awarded to Hughes on April 1, 1993 with a value of \$766 million. ■

## Defense Business Operating Fund

In an effort to operate more like commercial enterprise, the Defense Department has set up the Defense Business Operating Fund.

Recently GAO reviewed the Department of Defense's progress regarding the Defense Business Operations Fund. GAO found the following problems with the fund's current operations:

- DOD doesn't have policies for its governance
- DOD needs to define fund procedures
- DOD has partially implemented a new department-wide accounting system without fully determining its requirements

**"Hot Hotlines"**

INPUT has received several hotline calls regarding the following topics:

**PEO STAMIS**  
PAR V-02-094  
Army

The Program Executive Office of Standard Army Management Information Systems (PEO Army's STAMIS) intends to acquire off-the-shelf computers to support the Army's battlefield information systems. There has been no formal mention of this program in the CBD. Industry sources speculate that the RFP for this acquisition will be released in mid-May, 1993. This procurement has an expected value of \$50 to \$100 million.

**ISAP**  
PAR VI-05-034  
Agriculture

This program will provide a nationwide, integrated network serving up to 5,000 end users at over 1,200 sites. ISAP will include LANs and WANs, along with a mix of microcomputers, minicomputers, peripherals, software, and support services. ISAP has been estimated to be worth \$250 million over its 10 year system life. The RFP was released January 28, 1993. The bid due date was recently extended to July 29, 1993. ■



- DOD has not comprehensively assessed the skills and resources devoted to the fund
- DOD has problems with its financial and accounting systems
- Congress and auditors cannot rely on DOD financial reports
- Financial report inaccuracies are due to the lack of guidance
- DOD top management needs to make a substantial commitment to the fund's implementation ■

## Recent DPAs

### Agriculture

Ms. Marilyn G. Wagner  
Deputy Director, Office of Operations  
Department of Agriculture  
Washington, DC 20250  
(202) 720-2582

**3/30/93 KMA-93-0138 Agriculture** For resources in support of the National Computer Center in Kansas City, MO.

**4/1/93 KMA-93-0174 Agriculture** For the acquisition of resources in support of the Processed Commodities Inventory Management System Tri-Agency Project.

Mr. Herbert W. Kuehne  
Acting Chief  
Telecommunications Policy Division  
Department of Agriculture  
Washington, DC 20250  
(202) 720-8624

**3/25/93 KMA-93-0147 Agriculture** For an exception to the mandatory use of consolidated local service for the Department of Agriculture in Richmond, Virginia.

The exception is approved for five years.

### Army

Mr. David Borland  
Director  
United States Army Information Systems  
Selection and Acquisition Agency  
Department of the Army  
2461 Eisenhower Avenue  
Alexandria, VA 22331-0700  
(703) 325-9760

**3/26/93 KMA-86-0332(C)** For the modification of the DPA KMA-86-0332 of 6/25/86 to acquire resources to support the Training Ammunition Management Information Systems and Army Modernization Training Automation Systems (TAMIS/AMTAS).

The request for extending the FTS2000 exemption granted on 9/17/92 by KMA-86-0332(B) was forwarded to Associate Administrator for FTS2000 for response.

### Education

Mr. Cary Green  
Director  
Information Resources Management  
Service  
Department of Education  
Washington, DC 20202  
(202) 401-3200

**3/31/93 KMA-91-0249(A)** For the modification of DPA KMA-91-0249 of 5/8/91 to acquire ADP support resources with a short term contract for the Department of Education.

**3/25/93 KMA-93-0043** For development of the Office Automation Project.

GSA has selected this as a high dollar, high visibility information system initiative for comprehensive review.

*Continued on next page*

*DPAs . . . from page 3*

## Federal Energy Regulatory Commission

Mr. George L. B. Pratt Executive Director  
Federal Energy Regulatory Commission  
Washington, DC 20426  
(202) 208-0300

**3/24/93 KMA-93-0167** For an Exception to Mandatory Local Services for the Federal Energy Regulatory Commission (FERC) at the New York Regional Office.

FERC may utilize the Purchase of Telephones and Services (POTS) contract to satisfy this requirement.

## Health and Human Services

Mr. Thomas F. Joyce Director, Division of IRM Approvals Department of Health and Human Services 200 Independence Avenue, SW.  
Washington, DC 20201  
(202) 690-7311

**3/25/93 KMA-93-0172** For the acquisition of support services for the Food And Drug Administration's National Center for Toxicological Research.

**3/30/93 KMA-93-0173 Health and Human Services** For the acquisition of support services for the Department of Health and Human Services's (HHS's) Transfer Income Model (TRIM2).

**4/2/93 KMA-93-0187 Health and Human Services** For the acquisition of resources to support the Parklawn Computer Center.

## Housing and Urban Development

Mr. Donald C. Demitros  
Director, Office of Information  
Policies and Systems

Department of Housing and Urban Development  
Washington, DC 20410  
(202) 708-0306

**3/25/93 KMA-0266(A)** For system development and maintenance support services for the Systems Engineering Project.

## Interior

Mr. James P. Jadlos  
Director, Office of Information  
Resources Management  
Department of the Interior  
18th and C Streets, NW.  
Washington, DC 20240  
(703) 208-6194

**4/2/93 KMA-92-0229(A)** For the modification of DPAs KMA-93-0029 and KMA-92-0229, respectively provided on 11/27/92 and 4/3/92 to acquire support for the Distributed Information System II (DIS II) project.

## Justice

Ms. Julie Jones  
Acting Director  
System Policy Staff  
Justice Management Division  
Department of Justice  
Washington, DC 20530  
(202) 514-4311

**3/30/93 KMA-91-0454(A)** For the modification of DPA KMA-91-0454 of 9/17/91 to acquire resources for the Positive Identification Technology Project.

**3/31/93 KMA-92-0130(D) Justice** For the modification of DPA KMA-92-0130(B) of 8/25/92 to acquire resources for the Department of Justice (DOJ).

**3/30/93 KMA-93-0180 Justice** For the acquisition of resources in support of the Department of Justice's (DOJ's) Immigration and Naturalization Service.



**3/30/93 KMA-93-0184 Justice** For the acquisition of resources in support of the Department of Justice's (DOJ's) Immigration and Naturalization Service.

**3/31/93 KMA-93-0191 Justice** For the acquisition of maintenance services at the Department of Justice's (DOJ's) Federal Bureau of Investigation.

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## NASA

Mr. Dietwald A. Gerstner  
Director, IRM Policy Division  
National Aeronautics and Space  
Administration Headquarters, Code JTD  
Washington, DC 20546  
(202) 358-1379

**3/29/93 KMA-93-0175 NASA** For the acquisition of resources to satisfy requirements for the Goddard Space Flight Center in Greenbelt, Maryland.

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## Navy

Rear Admiral R. M. Moore  
Commander of the Naval  
Information Systems Management Center  
Department of the Navy  
Washington, DC 20360-5000  
(703) 602-2103

**3/30/93 KMA-93-0161(A) Navy** For the interim acquisition of resources for telecommunications services at the Norfolk Naval Base, Norfolk, Virginia.

This service arrangement shall have operational compatibility with the Federal Telecommunications System 2000 inter-city voice network.

**3/30/93 KMA-93-0039(B) Navy** For the modification of DPA KMA-93-0039 of 12/7/92 for the acquisition of resources to support the Aviation Training Support System (ATSS) Phase II.

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## Transportation

Ms. Cynthia C. Rand  
Director, Office of Information  
Resource Management  
Department of Transportation  
400 7th Street, SW., Room 7107  
Washington, DC 20590  
(202) 366-9201

**3/30/93 KMA-92-0606(A) Transportation** For the modification of DPA KMA-92-0606 of 9/29/92 to acquire support services for the Federal Aviation Administration's Administrator for Information Technology.

**4/2/93 KMA-93-0193 Transportation** For the acquisition of resources to support the Federal Aviation Administration (FAA) Region/Center National Airspace System Logistics support mission.

**4/1/93 KMA-93-0195 Transportation** For the acquisition of support services for the United States Coast Guard's Omega Navigation System Center (ONSCEN) in Alexandria, Virginia.

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## Treasury

Mr. Thomas F. Kingery, Jr.  
Acting Director, Office of Information  
Resources Management  
Department of the Treasury  
Treasury Annex Building, Room 3190  
Washington, DC 20220  
(202) 622-1507

**3/30/93 KMA-90-0069(F) Treasury** For an exception to the mandatory use of consolidated local telephone service for Internal Revenue Service Wichita District Headquarters offices at 271 West 3rd Street, Wichita, Kansas.

Treasury will pay termination liability charges that will be imposed when service is disconnected from GSA's consolidated system.

*Continued on next page*

*DPAs ... from page 5*

**3/26/93 KMA-93-0186 Treasury** For an exception to the mandatory use of consolidated local service for the Internal Revenue Service Cincinnati Service Center in Covington, Kentucky.

This DPA authorizes the acquisition of the currently installed telephone system at this location.

Ms. Jane L. Sullivan  
Director, Office of Information  
Resources Management  
Department of the Treasury  
Treasury Annex Building, Room 3190  
Washington, DC 20220  
(202) 622-1599

**4/5/93 KMA-93-0153** For the acquisition of resources for use at the Customs Service Data Center, currently located in Newington, Virginia.

The facilities management contract shall be limited to seven years, and all other contracts awarded under this DPA are limited to five years. ■

## Recent Library Acquisitions

### Reference Documents

Department: AFCEA  
Document Title: The Next Four Years: 7th Annual Forecast to Industry  
Document Type: Report

Department: GAO  
Document Title: FTS 2000 GSA's Price Redetermination  
Document Type: GAO Report

Department: GAO  
Document Title: Composite Health Care System: Outpatient Capability  
Document Type: GAO Report  
INPUT Reference #: 1100.15

Department: GAO  
Document Title: Air Force ADP: Lax Contract Oversight Led to Waste  
Document Type: GAO Report  
INPUT Reference #: 1100.16

Department: GAO  
Document Title: Cellular Service Corporation  
Document Type: GAO Testimony

Department: GAO  
Document Title: Asset Management System  
Document Type: GAO Report

Department: GAO  
Document Title: Pesticides: Information Systems Improvements  
Document Type: GAO Report  
INPUT Reference #: 1100.17

Department: GAO  
Document Title: Veterans Benefits: Acquisition of Information Resources  
Document Type: GAO Report  
INPUT Reference #: 1100.18

Department: GAO  
Document Title: GAO Transition Series  
Document Type: Reference

Department: GAO  
Document Title: NASA Issues  
Document Type: GAO Report

Department: GAO  
Document Title: GAO High-Risk Series  
Document Type: Reference

Department: GAO  
Document Title: Status of Open Recommendations

Document Title: The Government Contractor's Glossary  
Document Type: Reference



Document Title: The United States Government Manual 1992-1993  
Document Type: Reference

## Procurement Documents

Department: Agriculture  
Document Title: Report of the Secretary of Agriculture 1992  
Document Type: Reference

Department: Agriculture  
Document Title: Information Strategic Planning—The Cornerstone for Managing Change  
Document Type: Reference

Department: Air Force  
Document Title: Software/Hardware and Support for AFSPACECOM  
Related PAR: Software/Hardware & Support for AFSPACE, V-01-188  
RFP #: F04606-93-0025  
Document Type: RFP

Department: Army  
Document Title: Integrated Library System  
Related PAR: V-01-085  
RFP #: DABT60-93R-0012  
Document Type: RFP  
INPUT Reference #: 2130

Department: Army  
Document Title: Services Required for SIDPERS-3  
Related PAR: V-02-082  
Document Type: Contract  
INPUT Reference #: 32016.1

Department: Army  
Document Title: Trojan Special Purpose Integrated Remote Intelligence  
Related PAR: TROJAN SPIRIT II, V-02-091  
RFP #: DAAB10-92-R-0086  
Document Type: RFP  
INPUT Reference #: 2129

Department: Defense  
Document Title: Department of Defense Telephone Directory  
Document Type: Directory  
INPUT Reference #: 02800.1

Department: Defense  
Document Title: JIEO Omnibus  
Related PAR: JIEO OMNIBUS, V-04G-027  
Document Type: Contract  
INPUT Reference #: 32019.1

Department: Defense  
Document Title: Technical Reference Model for Information Management  
Document Type: Reference Model  
INPUT Reference #: 2450.1

Department: Defense  
Document Title: Defense Information Systems Agency Annual Report 1991  
Document Type: Annual Report

Department: Defense  
Document Title: Defense Technology Conversion  
Document Type: Report

Department: Defense  
Document Title: GFE Scientific Computing Modernization  
Related PAR: GFE Scientific Computing Modernization, V-04B-005  
RFP #: DNA001-93-R-0015  
Document Type: RFP

Department: Defense  
Document Title: Graphic Systems Support Software  
Related PAR: Graphic System Support Software  
RFP #: DCA100-93-R-0078  
Document Type: RFP

*Continued on next page*

*Acquisitions...from page 7*

Department: Defense  
 Document Title: D/SIDDOMS  
 Related PAR: SIDDOMS, V-04E-007  
 RFP #: MDA903-93-R-0036  
 Document Type: RFP

Department: Defense  
 Document Title: Management of DOD  
 Interoperability Efforts for C3  
 Document Type: Report

Department: Energy  
 Document Title: Maintenance Management  
 Program  
 Document Type: Reference  
 INPUT Reference #: 6001

Department: Energy  
 Document Title: Analysis of Energy Data  
 Collection  
 Related PAR: Analysis of Energy Data  
 Collections, VI-07-110  
 RFP #: DE-RP01-93EI22832  
 Document Type: RFP, Bidders list  
 INPUT Reference #: 6150.1

Department: Energy  
 Document Title: Telephone System Service for  
 Energy for Nevada Operations  
 Document Type: Contract  
 INPUT Reference #: 32021.1

Department: Executive Office of the President  
 Document Title: OMB CIRCULAR A-130  
 Document Type: Reference  
 INPUT Reference #: 8001

Department: FDIC  
 Document Title: The FDIC Information  
 Resource Plan  
 Document Type: IRM Plan

Department: GSA  
 Document Title: Proposed Amendments to the  
 Rules of Procurement, GSBCA  
 Document Type: Procedure  
 INPUT Reference #: 12006.3

Department: GSA  
 Document Title: Service to the Citizen—  
 Project Report  
 Document Type: Project Report  
 INPUT Reference #: 12006.3

Department: Health and Human Services  
 Document Title: Maintenance on Government  
 Owned IBM Equipment  
 Related PAR: VII-08-068  
 RFP #: SSA-RFP-94-1412  
 Document Type: RFP

Department: Health and Human Services  
 Document Title: Data Processing Support  
 Services  
 Document Type: Contract  
 INPUT Reference #: 32025.01

Department: Housing and Urban Development  
 Document Title: Telephone Directory  
 Document Type: Directory

Department: Labor  
 Document Title: Labor Hour Contract—  
 Audit Services  
 Document Type: CONTRACT  
 INPUT Reference #: 32032.1

Department: NASA  
 Document Title: CAPES  
 Related PAR: CAPES VIII-15-116  
 Document Type: RFC, Bidders List  
 INPUT Reference #: 18400.1

Department: NASA  
 Document Title: Goddard Space Flight Center  
 Phone Directory  
 Document Type: Directory



Department: NASA  
Document Title: Lewis Research Center  
Telephone Directory  
Document Type: Directory

Department: NASA  
Document Title: Langley Research Center  
Phone Directory  
Document Type: Directory

Department: NASA  
Document Title: NASA Headquarters Directory  
Document Type: Directory

Department: NASA  
Document Title: Goddard Annual Procurement  
Report FY 1992  
Document Type: Report

Department: NASA  
Document Title: Research and Technology  
1991 Goddard SFC  
Document Type: Report

Department: NASA  
Document Title: CAPES  
Related PAR: CAPES, VIII-15-116  
RFP #: NAS3-489673  
Document Type: RFP, Draft RFP

Department: NASA  
Document Title: Doing Business with NASA  
Document Type: Information Pamphlet

Department: NASA  
Document Title: SETARS  
Related PAR: SETARS, VIII-15-114  
RFP #: 3-349-555  
Document Type: RFP, BML, Amendment,

Department: NASA  
Document Title: Acquisition Forecast FY 93  
for NASA  
Document Type: Report

Department: NASA  
Document Title: Research and Technology

Objectives and Plans Summary  
Document Type: Report

Department: National Security Agency  
Document Title: A Guide to Understanding  
Security Modeling  
Document Type: Reference

Department: National Security Agency  
Document Title: A Guide to Procurement of  
Trusted Systems  
Document Type: Reference

Department: Navy  
Document Title: Automated Tape Cartridge  
Library System  
Related PAR: Tape Cartridge Library System,  
V-03-129  
RFP #: N66032-93-R-0020  
Document Type: RFP  
INPUT Reference #: 02231

Department: Pension Benefit Guaranty  
Document Title: IRM Plan Pension Benefit  
Guaranty Corp.  
Document Type: IRM Plan 1992-1996

Department: Transportation  
Document Title: FAA Organizational Directory  
Document Type: Reference

Department: Transportation  
Document Title: The Computer Resources  
Nucleus  
Related PAR: CORN  
Document Type: Contract and Amendments  
INPUT Reference #: 32055.1

Department: Transportation  
Document Title: Data Network Contract  
Related PAR: Data Network, VII-11-065  
RFP #: DTCG23-93-R-TMAC04  
Document Type: RFP  
INPUT Reference #: 24103

*Continued on next page*

*Acquisitions...from page 9*

Department: Veterans Affairs  
 Document Title: Telephone Directory—  
 Central Office  
 Document Type: Directory  
 INPUT Reference #: 27004

Department: Veterans Affairs  
 Document Title: Forecast of Contracting  
 Opportunities  
 Document Type: Reference  
 INPUT Reference #: 27002

Department: Veterans Affairs  
 Document Title: Doing Business with the  
 Veterans Affairs  
 Document Type: Reference  
 INPUT Reference #: 27003

**INPUT Reports**

Document Title: European Software and  
 Service Market—1992-1997  
 Document Type: Report

Document Title: Outsourcing Network  
 Management and Operations, Europe  
 Document Type: Report

Document Title: User Satisfaction in Europe—  
 Midrange Systems 1992  
 Document Type: Report

Document Title: Methodologies for IT  
 Downsizing Document  
 Type: Report ■

**INPUT Notes****Dialog Charges**

INPUT utilizes Dialog, an on-line database service, in order to answer many of your questions. In order to keep our Dialog expenses at a reasonable level, we've been forced to pass some of these charges along to our clients.

Each client is allowed up to \$100 of Dialog usage per month. Clients whose questions require more than \$100 of Dialog for a month are billed for the entire Dialog charge. This policy was very effective throughout 1992. If you have any questions or suggestions regarding this policy, please let us know.

**Data Base Training**

INPUT is continuing its monthly client training program. Classes are held the first Tuesday of every month from 1 p.m. to 5 p.m. Our next class will take place on June 8, 1993. We will conduct PAR database training from 1 p.m. to 2 p.m. and FAIT database training from 2 p.m. to 5 p.m. All clients are welcome. Please R.S.V.P. to Matt Johnson (703) 847-6870 by May 25th for our June class.

INPUT also offers specialized training and orientations at client sites. Please contact Chris Forest at (703) 847-6870 to set up an on-site orientation or training session.

**INPUT Staff Announcements**

INPUT is happy to announce the addition of Bob Deller to our Washington staff. Bob is managing our Federal Market Analysis Reports Program. He is also overseeing federal custom consulting and providing senior level support to the hotline.



Bob comes to us from Selbre, Inc. where he was the Director of Market Research. He also writes the highly regarded "FedWatch" column for GCN.

Bob, welcome to our staff!

INPUT would like to welcome J.P. Richard back to the office. J.P. is Vice President of the Vienna office. He has been recovering from back surgery.

Welcome back, J.P! ■

## INPUT Calendar of Events

### MAY

4 Client Training

### JUNE

8 Client Training

24-25 INPUT Federal Conference

## INPUT Federal Conference

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**June 24 & 25**  
**Tyson's Corner Marriott**  
**Vienna, VA**

**To register, call Jean Beaver today at**  
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Since 1974, information technology (IT) users and vendors throughout the world have relied on INPUT for data, objective analysis and insightful opinions to support their plans, market assessments and technology directions, particularly in computer software and services. Clients make informed decisions more quickly and save on the cost of internal research by using INPUT's services.

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- 7 Cross-Industry Markets
- The Worldwide Market (30 countries)

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#### *U.S.*

- Outsourcing
- Client/Server
- Systems Integration
- EDI/Electronic Commerce
- IT Vendor Analysis
- U.S. Federal Government IT Procurements

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#### *EUROPEAN*

- Outsourcing
- Systems Integration
- Customer Services

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INPUT advises users on a variety of IT planning and implementation issues. Clients retain INPUT to assess the effectiveness of outsourcing their IT operations, assist in the vendor selection process and in contract negotiation/implementation. INPUT has also evaluated users' plans for systems and applications downsizing.

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Tel. + 6447-7229 Fax +6447-7327

**Tokyo** — Saida Building, 4-6  
Kanda Sakuma-cho, Chiyoda-ku, Tokyo 101, Japan  
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# INPUT<sup>®</sup>

## Federal

## Newsletter

ROUTE TO:

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A Publication from INPUT's Federal Information Technology Procurement Program

Vol. I, No. 5

June, 1993

## May Procurement Highlights

### Air Force

DT IV V-01-150  
The protest against the Desktop IV awards has been resolved. The awards to GTSI and Zenith Data Systems stand.

### Army

CHS II V-02-051  
The RFP for the Common Hardware Software II procurement was released on April 21, 1993. Bids are due on July 20, 1993.

### Defense

DEERS V-04G-002  
Bids for the Defense Enrollment Eligibility Reporting System are due on June 14, 1993.

CIM SETA V-04G-016  
The CIM SETA Support Contract was awarded in four parts to EDS, SAIC, Softech, and Abacus on May 14, 1993.

INMS V-04G-017  
The RFP for the Integrated Network Management System has been delayed indefinitely.

DTIS V-04G-021  
The RFP for the Defense Technical Integration Services was released on May 7, 1993. Bids are due on June 25, 1993.

### Agriculture

FEDCAC 107 VI-05-030  
Bids for the Integrated Information Management Program were due on April 29, 1993.

### IN THIS ISSUE:

May Procurement Highlights .....	1
Recent Library Acquisitions .....	2
Recent DPAs .....	3
Energy Star Program .....	6

*Continued on next page*

*Highlights...from page 1***Commerce**

PAMS VI-06-036  
The RFP for the Patent Application Management System will be released in August, 1993.

SETA VI-06-047  
The RFP for Systems Engineering and Technical Assistance will be released in June, 1993.

**HHS**

MAP VII-08-058  
The Mainframe Acquisition Project was awarded to Federal Data Corporation with a value of \$44.4 million.

**Interior**

GEOCOM VII-09-029  
The Customer Premises Telecommunications Hardware program was awarded to US Sprint with a value of \$27.2 million.

**Justice**

IAFIS ITN VII-10-058  
The RFP for the Image Transmission Network portion of the IAFIS program was released on April 30, 1993. Volumes 1-5 and 7 (Technical) of the proposals are due on June 30, 1993. Volume 6 (Cost/price) is due on July 14, 1993.

IAFIS III VII-10-060  
The RFC for the IAFIS Interstate Identification Index was released on April 7, 1993. Comments were due on April 30, 1993. A Final RFP should be released in November, 1993. The contract will be Cost Plus Award Fee and have an eight year duration.

ACS VII-12-051  
System Automation withdrew their protest of the Automated Commercial System RFP.

**NASA**

PRISMS VIII-15-110  
The RFP for the Program Information Systems Mission Services was released on April 29, 1993. Bids are due on July 12, 1993. Industry sources speculate the following companies will be bidding: Boeing, CSC, Hughes, and Harris.

## Recent Library Acquisitions

**Reference Documents**

Department: Army  
Document Title: Fort Knox Staff Directory/  
Organization Chart  
Document Type: Directory

Department: NASA  
Document Title: NASA Budget Forecast for  
FY94  
Document Type: Budget

Department: NASA  
Document Title: NASA Budget Estimates for  
FY94  
Document Type: Budget

Department: GAO  
Document Title: FTS 2000 Status and  
Mandatory Use  
Document Type: GAO Report

Department: GAO  
Document Title: Embedded Computer Systems  
Status of C-17 Software  
Document Type: GAO Report



## Procurement Documents

Department: Army  
 Document Title: Keystone Application  
 RFP #: DAHC94-93-R-0003  
 Document Type: RFP  
 INPUT Reference #: 2131

Department: Defense  
 Document Title: Defense Technical Integration Services  
 Related PAR: DTIS, V-04G-021  
 RFP #: DCA100-93-R-0064  
 Document Type: RFP

Department: NASA  
 Document Title: Updated Technical Library Documentation List  
 Related PAR: PRISMS, VIII-15-110  
 RFP #: 8-H-2-AI-00059  
 Document Type: Document List

Department: NASA  
 Document Title: Program Information Systems Mission Services  
 Related PAR: PRISMS, VIII-15-110  
 RFP #: 8-H-2-AI-00059  
 Document Type: RFP

Department: Transportation  
 Document Title: Meteorologist Weather Processor  
 Related PAR: MWP, VII-11-064  
 Document Type: Contract  
 INPUT Reference #: 32055.2 ■

## Recent DPAs

### Air Force

Colonel Joseph M. Narsavage, Jr.  
 Director of Mission Systems  
 DCS/ Command, Control, Communications and Computers  
 Department of the Air Force  
 Washington, DC 20330  
 (703) 697-0477

**5/6/93 KMA-93-216 Air Force** for the acquisition of FIP resources consisting of regulated telecommunications services for the Air Force Reserve Center located at Niagara Falls, New York.

### Army

David Borland  
 Director  
 United States Army Information Systems Selection and Acquisition Agency  
 Department of the Army  
 2461 Eisenhower Avenue  
 Alexandria, Va 22331  
 (703) 325-9760

**4/28/93 KMA-92-206(B) Army** Modifies the original DPA granted on September 10, 1992 to acquire FIP support services for the Technical Support Services for Automated Information Systems (TSS/AIS).

**5/7/93 KMA-92-522(A) Army** Modifies the original DPA granted on August 28, 1992 for the acquisition of software maintenance resources in support of the Army Standard Information Management System Executive Software Maintenance Support Services project.

*Continued on next page*

*DPAs ... from page 3*

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## Commerce

Shirl G. Kinney  
Acting Director  
Office of Procurement Management  
Department of Commerce  
14th & Constitution Avenue, NW  
Washington, DC 20230  
(202) 482-0191

**5/4/93 KMA-86-305(C) Commerce** Modifies the original granted on July 7, 1986 for FIP resources for the Patent and Trademark Office.

---

## Defense

Cynthia Kendall  
Deputy Assistant Secretary of Defense  
(Information Systems)  
Office of the Assistant Secretary of Defense  
Department of Defense  
Washington, DC 20301-1100  
(703) 695-5679

**4/28/93 KMA-92-382(A) Defense** Was granted to amend the original DPA granted on August 3, 1992 to provide FIP software maintenance resources for data base management systems to support the Defense Logistics Agency.

J.R. Sungenis  
Director  
Washington Headquarters Services  
Directorate for Information Operations and Reports  
Department of Defense  
1215 Jefferson Davis Highway, Suite 1204  
Arlington, Va 22202-4304  
(703) 746-0334

**5/3/93 KMA-93-246 Defense** Was granted for the acquisition of FIP hardware, software and installation services to support the Office for the Under Secretary of Defense for Security Policy.

---

## GAO

Darcel B. Hall  
Manager, Contracting Branch Office  
of Acquisition Management  
General Services and Comptroller  
United States General Accounting Office  
Washington, DC 20548  
(202) 512-5102

**5/6/93 KMA-92-357(B) GAO** Gave GAO authority to acquire 32-bit Notebook Microcomputers.

---

## Health and Human Services

Thomas F. Joyce  
Director, Division of IRM Approvals  
Department of Health and Human Services  
200 Independence Avenue, SW  
Washington, DC 20201  
(202) 690-7311

**5/4/93 KMA-92-255(B) HHS** Amended the original DPA granted on April 2, 1992 providing authority to acquire systems analysis, design, and programming services to support the Health Care Financing Administration's System.

---

## NASA

Dietwald A. Gerstner  
Director, IRM Policy Division  
National Aeronautics and Space Administration  
Headquarters, Code JTD  
Washington, DC 20546  
(202) 358-1379



**4/30/93 KMA-93-235 NASA** For the acquisition of FIP resources for use at John F. Kennedy Space Flight Center, Florida.

---

## Navy

Admiral R.M. Moore  
Commander of the Naval  
Information Systems Management Center  
Department of the Navy  
Washington, DC 20360-5000  
(202) 602-2103

**5/7/93 KMA-91-307(C) Navy** Amended the original DPA granted June 28, 1991 giving the Navy the authority to acquire FIP resources for the Super-Minicomputer acquisition project.

---

## Pension Benefit Guaranty Corporation

Jon Baake  
Director, Information Resources  
Management Department  
Pension Benefit Guaranty Corporation  
2020 K Street, NW  
Washington, DC 20006  
(202) 778-8846

**4/27/93 KMA-92-131(B) PBGC** Amended the original DPA granted on February 6, 1992 to provide authority for the acquisition of the Premium Accounting System.

---

## State

Warren Littrel  
Deputy Assistant Secretary  
for Information Management  
Department of State  
Washington, DC 20520  
(202) 647-1000

**4/21/93 KMA-93-222 State** Provides authority for the acquisition of computer facilities management services for the Office of Foreign Buildings Operations.

---

## Transportation

Cynthia C. Rand  
Director, Office of Information  
Resources Management  
Department of Transportation  
400 7th Street, SW., Room 7107  
Washington, DC 20590  
(202) 366-9201

**5/8/93 KMA-93-233 Transportation** Provides authority for the acquisition of FIP support services for the Federal Aviation Administration's Technical Assistance Contract project to support FAA's Advanced Automated Program/Advanced Automation system. ■

## Energy Star Program

Executive Order 12845 was signed by President Clinton on April 21, 1993. Section 1 states:

- a) "The heads of Federal agencies shall ensure that, within 180 days from the date of this order, all acquisitions of microcomputers, including personal computers, monitors and printers meet 'EPA Energy Star' requirements for energy efficiency. The heads of Federal agencies may grant, on a case-by-case basis, exemptions to this directive for acquisitions, based upon the commercial availability of qualifying equipment, significant cost differential of the equipment, the agency's performance requirements, and the agency's mission."
- b) "Within 180 days from the date of this order, agencies shall specify that microcomputers, including personal computers, monitors, and printers acquired by the agency, shall be equipped with the energy-efficient low power standby feature as defined by the EPA Energy Star computers program. This feature shall be activated when the equipment is shipped and shall be capable of entering and recovering from the low power state unless the equipment meets Energy Star efficiency levels at all times. To the extent permitted by law, agencies shall include this specification in all existing and future contracts, if both the Government and the contractor agree, and if any additional cost would be offset by the potential energy savings."
- c) "Agencies shall ensure that Federal users are made aware of the significant economic and environmental benefits of the energy-efficient low power standby feature and its aggressive use by including this information in routine computer training classes."
- d) "Each agency shall report annually to the General Services Administration on acquisitions exempted from the requirements of this Executive order, and the General Services Administration shall prepare a consolidated annual report for the President."

As of May 13, 1993, 48 manufacturers (60+%) of the computer and monitor market, 11 manufacturers (90+%) of the printer market, and 23 allies (components and software) have complied with the specifications for the Energy Star program. ■



## **INPUT Federal Conference**

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- Systems Integration
- IT Vendor Analysis
- EDI / Electronic Commerce
- U.S. Federal Government IT Procurements

#### — EUROPEAN —

- Outsourcing
- Systems Integration
- Customer Services

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# INPUT<sup>®</sup>

## Federal

## Newsletter

ROUTE TO:

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A Publication from INPUT's Federal Information Technology Procurement Program

Vol. I, No. 6

July 1993

## June Procurement Highlights

### Air Force

AFCAC 305 V-01-129  
Lot II of the Database Machines program was awarded to HFSI at a value of \$149 million. Syscon was awarded a \$57 million contract for Lot III.

DT IV V-01-150  
The protests of the Desktop IV contract have been resolved. The awards to Zenith Data Systems and GTSI stand.

### IN THIS ISSUE:

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### Army

CIMS V-02-092  
A Draft RFP for the Command Information Management System was released on June 14, 1993. Comments are due on June 29, 1993.

### Defense

CIM SETA V-04G-016  
The CIM SETA Support Contracts were awarded on May 14, 1993 to SAIC, EDS, Softech, and Abacus.

DMS V-04G-035  
A second RFI for the Defense Message System was released on June 15, 1993. Comments are due on July 2, 1993.

DCIS V-04K-001  
The CBD announced the Defense Commissary Information Program on May 21, 1993. The RFP for Phase II will be released in 1QFY94.

*Continued on next page*

*Highlights...from page 1*

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**Interior**

GIS II VII-09-031  
The Geographic Information Systems Software contract was awarded on April 9, 1993 to Environmental System Research Institute Inc.

ALMRS VII-09-011  
The Automated Land and Mineral Record System/Modernization contract was awarded on April 17, 1993 to Computer Sciences Corporation with a value of \$13,750,000.

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**Justice**

GAMMA VII-10-050  
The Department of Justice received a DPA for the GAMMA program. A Draft RFP was released on June 4, 1993. Comments are due on July 9, 1993.

LSUP VII-10-020  
The Litigation Support Services contract was awarded to: CACI for ADP support services; Acumenics for data base design and retrieval systems; and Aspin Systems.

JCON VII-10-052  
The Justice Consolidated Office Network program is now being followed as two PARs. The SI portion is VII-10-052 and the Commodity Contract is PAR VII-10-095. The RFP for the SI contract will be released on June 21, 1993. The RFP for the Commodity Contract will be released in 3QFY94.

IAFIS - III VII-10-060  
A Draft RFP for the IAFIS Interstate Identification Index was released on June 17, 1993. Comments are due on July 6, 1993. A second Draft is expected to be released in August 1993. A Final RFP will be released in September 1993. Bids will be due in November 1993.

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**Transportation**

IAPA VII-11-037  
The Instrument Approach Procedures Automation Procurement II was awarded on June 11, 1993 to Concept Automation with a value of \$8,217,637.

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**Treasury**

SCSS VII-12-065  
Bids for the Service Center Support System are due on July 14, 1993. An award will be made in September 1994.

VII-12-080  
The RFP for Data Center Facilities Management Support Services will be released in July 1993. The contract will be an 8(a) set aside. ■



## Recent DPAs

### Air Force

Colonel Joseph M. Narsavage, Jr.  
Director of Mission systems  
DCS/Command, Control, Communications  
and Computers  
Department of the Air Force  
Washington, DC 20330  
(703) 697-0477

**6/9/93 KMA-93-0251 Air Force** for the acquisition of FIP resources to be acquired in support of the Unified Local Area Network Architecture (ULANA II) project.

### Army

David Borland  
Director United States Army Information  
Systems  
Selection and Acquisition Agency  
Department of the Army  
2461 Eisenhower Avenue  
Alexandria, VA 22231

**5/24/93 KMA-93-279 Army** for FIP resources to support the Command Consolidated Workplace Automation and Telecommunications project.

**6/9/93 KMA-93-288 Army** for the acquisition of FIP resources to support the U.S. Army Kwajalein Atoll project.

**5/24/93 KMA-93-300 Army** for the acquisition of FIP resources to support the Engineering and Data Processing Services project.

**6/9/93 KMA-91-0403(A) Army** Modifies the original DPA granted on August 15, 1991 to acquire FIP resources in support of the Automated Centralized Operations and Maintenance (ACOM) Center project.

### Health and Human Services

Thomas Joyce  
Director, Division of IRM Approvals  
Department of Health and Human Services  
200 Independence Avenue SW  
Washington, DC 20201  
(202) 690-7311

**5/18/93 KMA-93-254 Health and Human Services** for the acquisition of FIP Support Services for the Public Health Service in support of High Performance Computer and Communications initiatives.

### Justice

Julie A. Jones  
Acting Director  
Systems Policy Staff  
Justice Management Division  
Department of Justice  
Washington, DC 20530  
(202) 514-4311

**5/26/93 KMA-92-073(A) Justice** Modifies the original DPA granted on February 3, 1992 for FIP resources in support of the FBI's Integrated Automated Fingerprint Identification System (IAFIS).

**5/17/93 KMA-92-110(A) Justice** Modifies the original DPA granted on February 27, 1992 for FIP support of the Department of Justice's Immigration and Naturalization Service.

*Continued on next page*

*DPAs ...from page 3*

**5/17/93 KMA-92-0241(A) Justice** Modifies the original DPA granted on June 2, 1992 for the acquisition of hardware, software, and maintenance services for the establishment of local area networks throughout the Bureau of Prisons.

**6/2/93 KMA-93-0096(A) Justice** Modifies the original DPA granted on February 5, 1993 to acquire FIP resources in support of the Department of Justice's Civil Division.

**6/8/93 KMA-93-0306 Justice** for the acquisition of surveillance equipment and accessories for the Department of Justice's Drug Enforcement Agency.

Harry Flickinger  
Assistant Attorney General for Administration  
Department of Justice  
10th and Constitution Avenue, NW  
Washington, DC 20530  
(202) 514-3104

**5/17/93 KMA-93-236 Justice** for the Drug Enforcement Administration's GAMMA project under the Trail Boss program.

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## NASA

Donald Andreotta  
Chief, IRM Policy and Acquisition  
Management Office  
National Aeronautics and Space  
Administration Headquarters, Code JTD  
Washington, DC 20546  
(202) 358-0000

**5/20/93 KMA-91-226(C) NASA** amending the original DPA granted 5/14/91 for the acquisition of FIP resources for the Earth Observing System Data and Information System at Goddard Space Flight Center.

**5/20/93 KMA-93-256 NASA** for the acquisition of Shuttle Training Aircraft Support Services at Johnson Space Center, Houston, TX.

Dietwald Gerstner  
Director, IRM Policy Division  
National Aeronautics and Space  
Administration Headquarters, Code JTD  
Washington, DC 20546  
(202)358-1379

**5/11/93 KMA-93-223 NASA** for Engineering Test and Analysis Support at the Johnson Space Center.

**4/30/93 KMA-93-204 NASA** for the acquisition of a Software Site License and Software Maintenance and Support Services at Lewis Research Center.

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## Tennessee Valley Authority

Jack Flack  
Manager Technology Research and  
Procurement  
Information Services  
Tennessee Valley Authority  
150 West Eleventh Street  
Chattanooga, TN 37402  
(615) 715-4537

**5/10/93 KMA-90-144(B) TVA** modifies the original DPA to acquire hardware and software maintenance support services, licenses for operating systems software, safety-related quality assurance services, and support services to assist the TVA in moving applications to an open systems environment.



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## Transportation

Cynthia Rand  
Director, Office of Information Resource  
Management  
Department of Transportation  
400 7th Street, Sw Room 7107  
Washington, DC 20590  
(202)366-9201

**5/17/93 KMA-93-275 Transportation** for the acquisition of FIP resources in support of the FAA's Meteorologist Weather Processor program (MWP). ■

## Recent Library Acquisitions

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### Reference Documents

Document Title: Postal Procurement  
Document Type: GAO REPORT  
INPUT Reference #: 1100.19  
Department: GAO

Document Title: Securities Regulation - SEC's Oversight  
Document Type: GAO REPORT  
INPUT Reference #: 1100.20  
Department: GAO

Document Title: Weather Forecasting  
Document Type: GAO REPORT  
INPUT Reference #: 1100.21  
Department: GAO

Document Title: Energy Management  
Document Type: GAO REPORT  
INPUT Reference #: 1100.22  
Department: GAO

Document Title: Software REUSE  
Document Type: GAO REPORT  
INPUT Reference #: 1100.23  
Department: GAO

Document Title: MEDICAID Data Improvements Needed to Help Health  
Document Type: GAO REPORT  
INPUT Reference #: 1100.24  
Department: GAO

Document Title: Automated Medical Records  
Document Type: GAO REPORT  
INPUT Reference #: 1100.24  
Department: GAO

Document Title: NASA AERONAUTICS  
Document Type: GAO REPORT  
INPUT Reference #: 1100.25  
Department: GAO

Document Title: Military Bases - Revised Cost and Savings Estimate  
Document Type: GAO REPORT  
INPUT Reference #: 1100.26  
Department: GAO

Document Title: Acquisition Management Plan  
Document Type: GAO REPORT  
INPUT Reference #: 1100.27  
Department: GAO

Document Title: INTERPOL Info on the Red Notice System  
Document Type: GAO REPORT  
INPUT Reference #: 1100.27  
Department: GAO

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### Procurement Documents

Document Title: Digital Voice Telecommunications System  
Related PAR: Digital Voice Telecommunications Service, VIII-15-133

*Continued on next page*

## *Acquisitions . . . from page 5*

RFP #: 10-93-0063

Document Type: RFP

INPUT Reference #: 18405

Department: Transportation

Document Title: ADP Support

Contract #: DTFA03-90-C-00010

Contractor: Galaxy Scientific Corp.

Document Type: CONTRACT

INPUT Reference #: 32055.3

Department: Transportation

Document Title: Federally Funded Research  
and Development Centers

Document Type: Listing

INPUT Reference #: 19206

Department: National Science Foundation

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## **Agency Submissions to OMB A-11 Circular for FY1994**

INPUT has received the following A-11s and  
made them available in the library:

### Department of Defense

- Air Force
- Army
- Navy
- Marines
- DoD Agencies

### Civilian Departments

- Education
- Energy
- Labor
- Justice
- State
- Transportation
- Treasury

### Federal Agencies

- Arms Control and Disarmament Commission
- Commodity Futures Trading Commission
- EPA
- FCC
- Federal Maritime Commission
- Federal Trade Commission
- GSA
- U.S. Information Agency
- International Trade Commission
- Interstate Commerce Commission
- National Archives and Records  
Administration
- National Science Foundation
- Nuclear Regulatory Commission
- Office of Personnel Management
- Peace Corps
- Security and Exchange Commission
- Smithsonian Institution ■



## INPUT Notes

### Data Base Training

INPUT is continuing its monthly client training program. Classes are held the first Tuesday of every month from 1 p.m. to 5 p.m. Our next class will take place on August 3, 1993. We will conduct PAR data base training from 1 p.m. to 2 p.m. and FAIT data base training from 2 p.m. to 5 p.m. All clients are welcome. Please R.S.V.P. to Matt Johnson (703) 847-6870 by July 27th for our August class.

INPUT also offers specialized training and orientations at client sites. Please contact Chris Forest at (703) 847-6870 to set up an on-site orientation or training session.

### Macintosh Version of the PAR Data Base

CAI/SISCO and INPUT are jointly developing a Macintosh version of the PAR data base. We anticipate delivery of the new product in July, 1993. If you have any questions about the new version, please call Chris Forest at (703) 847-6870.

### INPUT Staff Announcements

INPUT is happy to congratulate Maureen Schrieber on her 5-year Anniversary with INPUT. Maureen is an Associate Consultant in our Washington Office. She conducts both federal and commercial research projects and summarizes her findings in INPUT reports.

Recent reports include:

- *Federal Outsourcing* (Federal)
- *Pricing and Marketing of Systems Integration* (Commercial)
- *Impact of Outsourcing on Systems Integration* (Commercial)

Maureen also assists with Custom Consulting in the our Washington Office.

Thanks Maureen for five productive years of service!

### INPUT Federal Conference (June 24th & 25th)

INPUT would like to thank all our clients for making this year's federal conference a success. If your company was unable to attend, please contact Barbara Fisher at (703) 847-6870 to receive your complimentary conference binder.

■

### INPUT Calendar of Events

#### JULY

6 Client Training

#### AUGUST

3 Client Training

#### SEPTEMBER

7 Client Training  
16 INPUT Federal Breakfast  
26-28 INPUT Executive Conference

#### OCTOBER

Washington Tech Expo

## ABOUT INPUT

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Since 1974, information technology (IT) users and vendors throughout the world have relied on INPUT for data, objective analysis, and insightful opinions to support their plans, market assessments and technology directions particularly in computer software and services. Clients make informed decisions more quickly and save on the cost of internal research by using INPUT's services.

Call us today to learn how your company can use INPUT's knowledge and experience to grow and profit in the revolutionary IT world of the 1990s.

## ANNUAL SUBSCRIPTION PROGRAMS

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### *NORTH AMERICAN AND EUROPEAN MARKET ANALYSIS*

*Analysis of Information Services, Software and Systems Maintenance Markets  
5-year Forecasts, Competitive and Trend Analysis*

- 15 Vertical Markets
- 9 Categories of Software and Services
- 7 Cross-Industry Markets
- The Worldwide Market (30 countries)

#### *— U.S. —*

- Outsourcing
- Client/Server
- Systems Integration
- IT Vendor Analysis
- EDI / Electronic Commerce
- U.S. Federal Government IT Procurements

#### *— EUROPEAN —*

- Outsourcing
- Systems Integration
- Customer Services

## CUSTOM CONSULTING

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Many vendors leverage INPUT's proprietary data and industry knowledge by contracting for custom consulting projects to address questions about their specific market strategies, new product/service ideas, customer satisfaction levels, competitive positions and merger/acquisition options.

INPUT advises users on a variety of IT planning and implementation issues. Clients retain INPUT to assess the effectiveness of outsourcing their IT operations, assist in the vendor selection process and in contract negotiation/implementation. INPUT has also evaluated users' plans for systems and applications downsizing.

## INPUT WORLDWIDE

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**San Francisco**—1280 Villa Street  
Mountain View, CA 94041-1194  
Tel. (415) 961-3300 Fax (415) 961-3966

**New York**—400 Frank W. Burr Blvd.  
Teaneck, NJ 07666  
Tel. (201) 801-0050 Fax (201) 801-0441

**Washington, D.C.**—1953 Gallows Rd., Ste. 560  
Vienna, VA 22182  
Tel. (703) 847-6870 Fax (703) 847-6872

**London**—17 Hill Street  
London W1X 7FB, England  
Tel. +71 493-9335 Fax +71 629-0179

**Paris**—24, avenue du Recteur Poincaré  
75016 Paris, France  
Tel. +1 46 47 65 65 Fax +1 46 47 69 50

**Frankfurt**—Sudetenstrasse 9  
D-35428 Langgöns-Niederkleen, Germany  
Tel. + 6447-7229 Fax +6447-7327

**Tokyo**—Saida Building, 4-6, Kanda Sakuma-cho  
Chiyoda-ku, Tokyo 101, Japan  
Tel. +3 3864-0531 Fax +3 3864-4114



September 1993

INPUT

# INPUT Policies and Procedures

Please take a moment to review the policies that follow. Many of these policies are not new to the INPUT Federal Program. Please keep this sheet and refer to it as necessary. Call us if you have any questions or concerns.

## INPUT Policies

1953 Gallows Road, Suite 560  
Vienna, VA 22182  
(703) 847-6870 Fax + (703) 847-6872  
fax (703) 847-6872

## Library

1. Please make an appointment to use the library
2. Clients may check out publicly available library documents for 24 hours (RFPs, GAO Reports, IRM Plans, etc.). Clients may not check out copyrighted documents (Data Sources, Data Pro, Carroll's Organization Charts, etc.).

3. Please leave all briefcases, bags, etc., outside the library

## Copying Charges

INPUT will copy any publicly available library documents for clients. Clients will not be billed for copying a document unless our copying charges exceed \$20 (approximately 600 pages). If our charges exceed \$20, the client will be billed at cost for the total copying fee.

## Contracts Inventory

INPUT maintains an inventory of contracts outside of the library.

1. Clients may review a contract in the library, but they may not copy or check out these documents.
2. Contracts and other FOIA'd documents may be purchased from INPUT for \$50 (administrative fee)

plus the agency charges. Copying charges will be added only if they exceed \$20.

## FOIA Requests

INPUT will begin keeping copies of all documents requested through FOIA, whether initiated internally or by a client. We are being forced to do this in order to continue our FOIA service. FOIA officers are refusing to fill second requests for the same contracts.

1. FOIA requests cost \$50 (administrative fee) plus agency charges. Copying charges will be added only if they exceed \$20.
2. One FOIA request is considered to be a request for a single contract and any related documents (i.e. contract, modifications, RFP, bidders list, etc.). A request for two contracts is considered to be two FOIA requests and will be charged accordingly.

## Teaming Searches

INPUT will perform an unlimited number of teaming searches for a procurement prior to the RFP release. Once the RFP is released, we will only perform one teaming search upon request by a client. Once bids are due, we will not conduct additional teaming searches. This policy was adopted in order to maintain a favorable relationship with our vendor points of contact.

## Dialog Charges

INPUT utilizes Dialog, an on-line data base service, in order to answer many hotline questions. In order to keep our Dialog expenses at a reasonable level, we have been forced to pass some of these charges along to our clients.

Each client is allowed up to \$100 of Dialog usage per month. Clients whose questions require more than \$100 of Dialog for a month are billed for the entire Dialog charge. This policy was effective throughout 1992.





# INPUT<sup>®</sup> Federal Newsletter

ROUTE TO:

A Publication from INPUT's Federal Information Technology Procurement Program

Vol. I, No. 8

September 1993

## August Procurement Highlights

### AIR FORCE

**ULANA II** V-01-156  
The Unified Local-Area Network Architecture II RFP was released on July 12, 1993. Bids are due on September 27, 1993.

**ISS** V-01-197  
The RFP for the Intelligence System Support program will be released on September 22, 1993. A prebid conference will be held on September 29, 1993. Bids will be due on November 3, 1993.

### ARMY

**SBIS** V-02-043  
The contract award to IBM for the Sustaining Base Information Services program was protested by GTE Inc., stating that the evaluation of proposals by the Army was improper.

### IN THIS ISSUE:

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**SWC** V-02-094  
The RFP for the PEO Stamis Workstation Contract was released on August 11, 1993. Bids are due on September 27, 1993.

### NAVY

**CALS IUSS II** V-03-125  
The RFP for the Computer-Aided Acquisition Logistics Support Network for the Integrated Undersea Surveillance System, Phase II, will be released in September 1993. Bids will be due 30 days later. An award should be made in December 1993.

**TAC IV** V-03-138  
The release of the Tactical Advanced Computers 4 RFP is expected in early September 1993. Bids will be due in October 1993. An award should be made in May 1994.

### DEFENSE

**GETS** V-04G-003  
The Government Emergency Telecommunications Service Contracts were awarded sole source to AT&T, MCI, and Sprint. A full-and-open contract was awarded to GTE for \$8,676,000.

*Continued on next page*

*Defense ... from page 1*

**CNMS** V-04G-017  
The Integrated Network Management System (INMS) program is now referred to as the Consolidated Network Management System (CNMS). A revised Draft Statement of Work will be released in early September 1993.

**DISSP** V-04G-023  
A Draft RFP for the DISSP Omnibus Support program will be released in early September 1993. Comments will be due 30 days later. An award should be made in April 1994.

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**LABOR**

**BLAS** VII-09A-014  
The Black Lung Automated Support system contract was awarded to CSC on June 2, 1993 for \$49,914,652.

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**JUSTICE**

**AFIS** VII-10-059  
The IAFIS Automated Fingerprint Identification System RFP was released on July 26, 1993. Volumes 1-3 and 5 of the proposals are due on October 21, 1993. Volume 4 is due on November 4, 1993.

**III** VII-10-060  
A second Draft RFP for the IAFIS Interstate Identification Index program was released on August 2, 1993. Comments were due on August 30, 1993.

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**TRANSPORTATION**

**MOISE** VII-11-032  
The RFP for the Mission-Oriented Information Systems Engineering program was released on July 23, 1993. Bids are due on October 21, 1993.

**VTs 2000** VII-11-072  
A Draft RFP for the Vessel Traffic System was released on August 15, 1993. A vendors'

conference was held on August 31, 1993. Comments are due on September 15, 1993. The Final RFP will be released in late December 1993.

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**TREASURY**

**SCSS TA** VII-12-087  
An electronic bulletin board has been established for the Service Center Support System Telecommunications Acquisition. It can be accessed on (202) 219-9977.

**TIPSS** VII-12-091  
A Draft RFP for the Treasury Information Processing Support Services program was released on August 16, 1993. Comments are due on September 16, 1993. An award is expected in July 1994.

**DISN** VII-12-092  
An RFC for the Operation and Support of the U.S. Mint's Distributed Information System Network was released on August 10, 1993. Comments are due on September 17, 1993. An award is expected in September 1994.

**DESAC** VII-12-095  
The RFP for the Disabled Employee Support Acquisition Contract was released on July 23, 1993. Bids are due on September 23, 1993. An award will be made on March 30, 1994.

**TDA-1** VII-12-098  
The Treasury Department Acquisition - 1 RFP was released on July 30, 1993. Bids are due on September 13, 1993. An award will be made in December 1993.

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**NASA**

**SETARS** VIII-15-114  
The Scientific, Engineering, Technical, Administrative, and Related Services was awarded to Nyma, Inc. for \$180 million.



## Recent DPAs

### Air Force

Colonel Joseph M. Narsavage, Jr.  
Director of Mission Systems  
DCS/Command, Control, Communications  
and Computers  
Department of the Air Force  
Washington, DC 20330

**7/30/93 KMA-93-345** Air Force for the acquisition of FIP-support services for implementation and acceptance testing of the DMRD-924 systems

### Army

Director  
United States Army Information Systems  
Selection and Acquisition Agency  
Department of the Army  
2461 Eisenhower Avenue  
Alexandria, VA 22331-0700

**6/18/93 KMA-93-098A** Army modified the original DPA granted on 2/12/93 for the acquisition of FIP resources in support of the Automated Instructional Management System.

**8/3/93 KMA-92-168A** Army modified the original DPA granted on 2/6/92 for FIP resources in support of the Training Ammunition Management Information System (TAMIS) and Army Modernization Automation System (AMTAS).

**8/4/93 KMA-91-262B** Army modified the original DPA granted on 5/22/91 for the acquisition of FIP resources in support of the Corps/Theater ADP Service Center, Phase II (CTASC-II) project.

### Defense

Ms. Cynthia Kendall  
Deputy Assistant Secretary of Defense  
(Information Systems)  
Office of the Assistant Secretary of Defense  
Department of Defense  
Washington, DC 20301-1100

**6/18/93 KMA-93-095A** Defense modified the original DPA granted on 3/15/93 for FIP resources for the Center for Information Management's (CIM) Technical Integration Services Program.

**7/19/93 KMA-93-353** Defense for the acquisition of FIP software support services to support Department of Defense Commissaries worldwide.

### EPA

Mr. Paul Wohlleben  
Acting Director  
Office of Information Resource  
Management (PM-211)  
Environmental Protection Agency  
401 M Street, SW  
Washington, DC 20460

**6/8/93 KMA-93-257** EPA for FIP resources in support of Information Technology Architectural Support (ITAS) for the Environmental Protection Agency.

### HHS

Thomas Joyce  
Director, Division of IRM Approvals  
Department of Health and Human Services  
200 Independence Avenue, SW  
Washington, DC 20201

*Continued on next page*

## *HHS ...from page 3*

**7/9/93 KMA-93-330 HHS** for the acquisition of FIP resources to support the National Institute of Environmental Health Sciences ADP Support Services Contract.

**7/15/93 KMA-93-381 HHS** for FIP support services for the Health Care Financing Administration's Second Facilities Management Contract (FMC II).

**7/30/93 KMA-93-422 HHS** for the acquisition of FIP Maintenance Services for the Social Security Administration.

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## Interior

Robert Ray  
Chief, Division of ADP Acquisition and  
Technical Assistance, IRM MS 5312  
Department of the Interior  
18th and C Streets, NW  
Washington, DC 20240

**7/26/93 KMA-93-403 Interior** for the acquisition of FIP resources to support the U.S. Geological Survey.

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## NASA

Ms. Eva Layne  
Acting Chief, IRM Policy and  
Acquisition Management Office  
NASA, Code JTD  
Washington, DC 20546

**7/7/93 KMA-93-0377** for FIP resources for supercomputer maintenance at Ames Research Center, Moffett Field, California.

## Justice

Julie A. Jones  
Acting Director  
Systems Policy Staff  
Information Resources Management  
Justice Management Division  
Department of Justice  
Washington, DC 20530

**6/7/93 KMA-93-314 Justice** for FIP support services for the Federal Bureau of Investigation's (FBI) Identification Division Automated Systems project.

**8/5/93 KMA-91-210A Justice** modified the original DPA granted on 5/9/91 for the acquisition of FIP resources in support of the Immigration and Naturalization Service's Automated Fingerprint Identification System.

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## NRC

Hugh Thompson, Jr.  
Deputy Executive Director for Nuclear  
Materials Safety, Safeguards  
and Operations Support  
Nuclear Regulatory Commission  
Washington, DC 20550

**7/26/93 KMA-93-383 NRC** for the acquisition of FIP resources supporting replacement of electronic infrastructure software, hardware and personal computers.

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## SEC

John J. Lane  
Associate Executive Director  
Securities and Exchange Commission  
450 5th Street, NW  
Washington, DC 20549

**7/20/93 KMA-93-350 SEC** for the acquisition of telecommunications resources for the Security and Exchange Commission (SEC).



## Transportation

Cynthia Rand  
Director, Office of Information  
Resource Mangement  
Department of Transportation  
400 7th Street, SW Room 7107  
Washington, DC 20590

**8/4/93 KMA-93-414 Transportation** for the acquisition of FIP-support services for the FAA's Mike Monroney Aeronautical Center in Oklahoma City, Oklahoma.

## Treasury

Thomas Kingery, Jr.  
Acting Director, Office of Information  
Resources Mangement  
Department of the Treasury  
1500 Pennsylvania Avenue, NW  
Treasury Annex Building, Room 3190  
Washington, DC 20220

**6/21/93 KMA-93-226 Treasury** for FIP resources in support of the Treasury Department Acquisition - 1 (TDA-1) .

Jane Sullivan  
Director, Office of Information  
Resources Management

**7/7/93 KMA-93-348 Treasury** for the acquisition of FIP resources in support of the United States Mint.

**7/26/93 KMA-90-347B Treasury** modified the original DPA granted on 5/17/91 for the acquisition of FIP resources in support of the Internal Revenue Service Document Processing System.

## Recent Library Acquisitions

Department: GAO  
Document Title: VA Health Care Enforcement of Federal Ethics Requirements  
Document Type: GAO Testimony  
INPUT Reference #:01105.06

Department: GAO  
Document Title: Reports and Testimony May 1993  
Document Type: Reports and Testimony  
INPUT Reference #:01105.06

Department: National Security Age  
Document Title: Information Systems Security Products and Service  
INPUT Reference #:01800

Department: Army  
Document Title: PEO STAMIS Workstations Related PAR: V-02-094  
RFP #:DAH9493R0011  
Document Type: RFP  
INPUT Reference #:02157

Department: Navy  
Document Title: Telephone Directory - Port Hueneme, NSWC  
Document Type: DIRECTORY  
INPUT Reference #:02200.6

Department: Defense  
Document Title: DoD Prime Contract Awards by State  
Document Type: REPORT.  
INPUT Reference #:02400.611

Department: DoD  
Document Title: DoD Companies Participating in Subcontracting Programs  
Document Type: REFERENCE  
INPUT Reference #:02400.617

*Continued on next page*

*Library Acquisitions ...from page 5*

Department: HHS  
 Document Title: Clinical Data Abstraction Centers (CDACs)  
 Related PAR: Clinical Data Abstraction Centers (CDACs), VII-08-059  
 RFP #:HCFARFP92034/DK  
 Document Type: SOW and RFP  
 INPUT Reference #:13209

Department: Justice  
 Document Title: Automated Fingerprint Identification System (AFIS)  
 Related PAR: Automated Fingerprint Identification System (AFIS), VII-10-059  
 RFP #:KRF92002  
 Document Type: DRFP, RFP, BML  
 INPUT Reference #:16109

Department: Justice  
 Document Title: IAFIS Integration Support (IAFIS-IS)  
 Related PAR: IAFIS Integration Support (IAFIS-IS), VII-10-057  
 RFP #:RFP6428  
 Document Type: RFP, BML, AMENDMENTS  
 INPUT Reference #:16115

Department: NASA  
 Document Title: The NASA Plan  
 Document Type: POLICY OUTLINE  
 INPUT Reference #:18000.09

Department: NASA  
 Document Title: Support Services for Earth Systems Investigations  
 RFP #:RFP2-34215(DKR)  
 Document Type: RFP  
 INPUT Reference #:18104

Department: NASA  
 Document Title: Aircraft Simulation and Information Systems Contract  
 Related PAR: Aircraft Simulation and Information Systems Contract  
 RFP #:9BG560307P  
 Document Type: RFP  
 INPUT Reference #:18311

Department:Nat'l Arch & Rec Admin  
 Document Title: Archival Information System (AIS)  
 Related PAR: ARCHIVAL INFORMATION SYSTEM, VIII-32-002  
 RFP #:NAMA9N5P0038  
 Document Type: RFP (Draft)  
 INPUT Reference #:19007

Department: Treasury  
 Document Title: Treasury Department Acquisition 1 (TDA-1)  
 Related PAR: Treasury Department Acquisition 1 (TDA-1), VII-12-098  
 RFP #:IRS930007  
 Document Type: RFP (on disk)  
 INPUT Reference #:25531

Department: Navy  
 Document Type: CONTRACT  
 INPUT Reference #:32022.014  
 Contract #:N0014093CAC72  
 Contractor: Kay & Associates

Department: Navy  
 Document Type: CONTRACT  
 INPUT Reference #:32022.015  
 Contract #:N0001988C0107  
 Contractor: Lockheed

Department: DISA for FAA  
 Document Type: CONTRACT  
 INPUT Reference #:32024.005  
 Contract #:DTRS5789C00076  
 Contractor: RMS

Department: Defense  
 Document Title: Defense Commercial Telecommunications Network  
 Document Type: CONTRACT  
 INPUT Reference #:32024.006  
 Contract #:DCA20087H0024  
 Contractor: AT&T

Department: USAID  
 Document Type: CONTRACT  
 INPUT Reference #:32026.001  
 Contractor: ERA



Department: Interior  
 Document Title: Technical Support Services  
 Document Type: CONTRACT  
 INPUT Reference #:32150.002  
 Title: Technical Support Services  
 Contract #:YA652CT9440005  
 Contractor: TGS Technologies, Inc.

Department: NASA  
 Document Title: Scientific, Engineering, and  
 Administrative Support  
 Document Type: CONTRACT  
 INPUT Reference #:32180.004  
 Contract #:NASW4381  
 Contractor: Bionetics Corporation

Department: NASA  
 Document Type: CONTRACT  
 INPUT Reference #:32180.005  
 Contract #:NASW4648  
 Contractor: Futron

Department: NASA  
 Document Title: Safety, Reliability,  
 Maintainability, and Quality  
 Document Type: CONTRACT  
 INPUT Reference #:32180.006  
 Contract #:NASW4311  
 Contractor: Vitro

Department: NASA  
 Document Title: AIM Program Technical  
 Assessment and Acquisition  
 Document Type: CONTRACT  
 INPUT Reference #:32180.007  
 Contract #:NASW4348  
 Contractor: Vitro

Department: USPS  
 Document Title: The Business Customer  
 Satisfaction Index  
 Document Type: CONTRACT  
 INPUT Reference #:32210.002  
 Contract : #10423092A0232  
 Contractor: Gallup Organization

Department: Treasury  
 Document Title: Southwest Tethered Aerostat  
 System (STAS)  
 Document Type: Contract  
 INPUT Reference #:32252.003  
 Contract #:TC88026  
 Contractor: GE

## INPUT Notes

### INPUT announces **Interactive Communication Services Program**.

The rapid convergence of computer, telecommunications, and video has spurred the establishment of a new INPUT program: **Interactive Communications Services**.

The focus will be the analysis of the key enabling digital technologies, alliances and partnerships, market segments, and financial measures including revenue and growth.

The schedule of reports will be set in 4Q93.

For more information on the program or related custom consulting, please call the Program Director, Steve Korn (703) 847-6870.

### Data Base Training

INPUT is continuing its monthly client training program. Classes are held the first Tuesday of every month from 1 p.m. to 5 p.m. We will conduct PAR data base training from 1 p.m. to 2 p.m. and FAIT data base training from 2 p.m. to 5 p.m. All clients are welcome. Please R.S.V.P. to Matt Johnson (703) 847-6870 for our September 7th class.

INPUT also offers specialized training and orientations at client sites. Please contact Chris Forest at (703) 847-6870 to set up an on-site orientation or training session.

*Continued on next page*

## *Notes ...from page 7*

### **Macintosh Version of the PAR Data Base**

A Macintosh version of INPUT's Procurement Analysis Report (PAR) Data Base is now available. Please contact Chris Forest (703) 847-6870 for information or an installation of our new Hypercard PAR.

### **FAIT Upgrade**

INPUT has taken many suggestions from current FAIT users and plans to enhance the contract awards data base. The new version will be more interactive and include 210 Product Service Codes (PSCs). The upgraded data base will be available in late fall. Please contact Matt Johnson (703) 847-6870 for more information.

### **INPUT Staff Announcements**

INPUT is happy to announce our new staff members.

Brian Wessner is the Manager of INPUT's Systems Integration program.

Steve Korn is the Director of INPUT's new Interactive Communications Services program. Bill Smith joined INPUT in July as a Telemarketer.

INPUT is sad to say good-bye to Angie King, who was the Manager of INPUT's Federal Program. Angie left INPUT to start a new business venture.

INPUT Federal Breakfast, October 19, 1993

Washington Technology Tech Expo,  
October 7, 1993

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## **INPUT WORLDWIDE**

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**San Francisco**—1881 Landings Drive  
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# INPUT<sup>®</sup> Federal Newsletter

ROUTE TO:

A Publication from INPUT's Federal Information Technology Procurement Program

Vol. I, No. 9

October 1993

## INPUT Notes

### INPUT'S THIRD QUARTER 1993 BREAKFAST MEETING

INPUT is pleased to announce its third quarter 1993 breakfast meeting for the federal program. It will address the latest implications of the National Performance Review (NPR) on the federal government information technology market.

The recently released NPR report projects savings in federal spending of \$108 billion over the next five years. The projected savings will be achieved, in part, through targeted use of information technologies. Responsibilities for reform will fall across all major agencies, but their specific roles and requirements for information technology will vary.

We invite you to attend this meeting, to be held at the Tysons Corner Marriott on Leesburg Pike in Virginia, beginning at 8:30 a.m. Tuesday,

October 19, 1993. Attendance is free to the first two attendees for each federal client. Additional attendees will be charged \$35 each. Please contact Barbara Fisher at (703) 847-6870, by October 12 to reserve your seat.

We look forward to seeing you at the breakfast and discussing the implications of NPR on your company's business.

## September Procurement Highlights

### AIR FORCE

CHAFB WSSS V-01-182  
The Cheyenne Mountain Air Force Base Warning Systems Software Support contract was awarded on August 11, 1993 to Kaman Sciences.

ISS V-01-197  
The RFP for the Intelligence System Support program will be released on October 20, 1993. A pre-bid conference will be held on November 1, 1993. Bids are due on December 10, 1993.

### ARMY

SBIS V-02-043  
GTE's protest of the award made to IBM was resolved. The award of the Sustaining Base Information Services contract stands.

### IN THIS ISSUE:

INPUT Notes .....	1
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*Continued on next page*

*Highlights ... from page 1***NAVY**

TAC-IV V-03-138

The RFP for the Tactical Advanced Computers 4 acquisition was released on September 8, 1993. Comments are due on October 21, 1993. Bids are due on December 6, 1993.

NALCOMIS II V-03-152

Lot 3 of the Continued Phase II Deployment and Support program was awarded to Integrated Systems Group for \$14,249,821.

**DEFENSE**

DISSP V-04G-023

A Draft RFP for the DISSP Omnibus Support program was released on September 7, 1993. Comments were due on October 4, 1993.

**AGRICULTURE**

PCIMS VI-05-042

The Software Support Services for the Processed Commodities Inventory Management System (PCIMS) contract was awarded on September 3, 1993 to EDS with a ceiling value of \$23.5 million.

INFOSHARE VI-05-044

A vendor briefing will be held on October 19, 1993.

**ENERGY**

VI-07-111

The Contract Writing System program was cancelled.

**JUSTICE**

CIWS VII-10-038

The award of the Commercial Intelligent Workstations was made to Tisoft on August 16, 1993 was protested by Federal Computer Corp. and I-Net.

GAMMA VII-10-050

The RFP for the GAMMA Drug Enforcement Administration Office Automation Phase III procurement will be released in October, 1993.

JCON SI VII-10-052

The RFP for the Justice Consolidated Office Network System Integration contract will be released on October 10, 1993. Bids will be due sixty days later.

III VII-10-060

The RFP for the IAFIS Interstate Identification Index will be released in October, 1993. Bids will be due in December, 1993.

**TRANSPORTATION**

ANICS VII-11-047

The Alaskan NAS Inter Facility Communications System Satellite Network was awarded to Harris Corporation for \$140 million.

**TREASURY**

TMAC VII-12-012

On September 1, 1993 the U.S. Court of Appeals denied Lockheed's appeal of the IRS's award of the TMAC contract to AT&T. The award stands.

TDA II VII-12-103

The Treasury Department Acquisition I program will have a follow on, Treasury Department Acquisition II. The RFP will be released in 3QFY94.

**EDUCATION**

FDSL S VII-13-027

Bids for the Federal Direct Student Loan Program System were due on September 7, 1993. An award will be made by the end of December, 1993.

**NASA**

VIII-15-104

Two sections of the Draft SOW for the NASA Headquarters Facilities Management Recompensation were released on September 3, 1993. An RFP will be released in 1QFY94.

LAMP VIII-15-108

The Langely Massively Parallel Subsystem program was cancelled.



## Recent Library Acquisitions

Department: Agriculture  
Document Title: ADP/IRM Support Services for the FmHA  
Related PAR: VI-05-041  
Document Type: CONTRACT  
INPUT Reference #: 32030.002  
Contractor: CBIS Federal  
Contract #: 53314201054

Department: HHS  
Document Title: FIP Resources for Central & Scientific Support Services  
Related PAR: VII-07-088  
RFP #:27393P0013  
Document Type: RFP, BML, AMENDMENT  
INPUT Reference #: 13010

Department: HHS  
Document Title: Biomedical Computing-Design and Implementation  
INPUT Reference #:32130.008

Department: Treasury  
Document Title: Operation and Support of the Mint's DISN  
Related PAR: VII-12-092  
RFP #: USM9401  
Document Type: RFC  
INPUT Reference #:25602

Department: HHS  
Document Title: National Cancer Institute Contract  
Document Type: CONTRACT  
INPUT Reference #: 32130.009  
Contract #: N01CP05609  
Contractor: Information Management Services

Department: HHS  
Document Title: National Practitioner Data Bank  
Related PAR: VII-08-076  
Document Type: CONTRACT  
INPUT Reference #: 32130.007  
Contract #: 240890003  
Contractor: Unisys

Department: Justice  
Document Title: NIJ Drug Use Forecasting Program Support

Document Type: CONTRACT  
INPUT Reference #: 32160.005  
Contract #: 93C002  
Contractor: Aspen Systems Corp.

Department: Justice  
Document Title: IRM Strategic Plan 1994-1998  
Document Type: Reference

Department: Treasury  
Document Type: CONTRACT  
INPUT Reference #:32255.003  
Contract #: TIR910066  
Contractor: MITRE

Department: NASA  
Document Title: ANALYSIS STUDIES AND ENGINEERING SUPPORT SERVICES  
Document Type: CONTRACT  
INPUT Reference #: 32180.009  
Contract #: NASW4445  
Contractor: McDonnell Douglas

Department: NASA  
Document Title: SYSTEM TECHNICAL AND ACQUISITION SUPPORT  
Document Type: CONTRACT  
INPUT Reference #: 32180.010  
Contract #: NASW4358

Department: NASA  
Document Title: TECHNICAL AND ADMINISTRATIVE SUPPORT SERVICES  
Document Type: CONTRACT  
INPUT Reference #:32180.011  
Contract #: NASW4543  
Contractor: SAIC

Department: Navy  
Document Type: CONTRACT  
INPUT Reference #: 3 2022.013  
Contract #: N0001490C2078

Department: Treasury  
Document Title: Data Facilities Management  
Document Type: CONTRACT  
INPUT Reference #: 32252.004

Department: Defense  
Document Title: DISSP Omnibus Support  
Related PAR: V-04G-023

*Continued on next page*

*Library Acquisitions...from page 3*

RFP #: DCA100-93-R-0337  
 Document Type: DRAFT RFP  
 INPUT Reference #: 02492

Department: GSA  
 Document Title: ADP Schedules  
 Document Type: Schedule  
 INPUT Reference #: 12082

Department: NASA  
 Document Title: Scientific, Engineering, and Admin Support  
 RFP #: W-10-42387/HWC  
 Document Type: RFP  
 INPUT Reference #: 18015

Department : National Science Foundation  
 Document Title: Engineering Research Centers  
 Document Type: LISTING  
 INPUT Reference #: 19207

Department: HHS  
 Document Title: FIP Resources for Admin Support Services  
 Related PAR: VII-08-041  
 RFP #: 27393P0014  
 Document Type: Planning, Amendments  
 INPUT Reference #: 13011

Department: HHS  
 Document Title: Information Technology Support Services  
 Related PAR: VII-08-070  
 RFP #: 213930017  
 Document Type: AMENDMENTS  
 INPUT Reference #: 13113

Department: HHS  
 Document Title: IMPAC/CRISP Modernization (IMPAC II)  
 Related PAR: VII-08-051  
 RFP #: NIHRG9308  
 Document Type: AMENDMENTS  
 INPUT Reference #: 13114

Department: Defense  
 Document Title: SETA for War Breaker Project  
 RFP #: MDA97293R0004  
 Document Type: RFP  
 INPUT Reference #: 02493

Department: Federal Reserve System  
 Document Title: New Distributed Processing Environment  
 RFP #: SS2497  
 Document Type: RFP, Amendments on disk  
 INPUT Reference #: 12710

Department: HHS  
 Document Title: Biomedical Apps of High Perform Computing & Comm.  
 RFP #: NLM93105/PSP  
 Document Type: RFP  
 INPUT Reference #: 13115

Department: HHS  
 Document Title: Support of HCFA's Regional Offices  
 RFP #: HCFARFP92062/JD  
 Document Type: RFP  
 INPUT Reference #: 13217

Department: Interior  
 Document Title: Automated Land and Mineral Record System  
 Related PAR: VII-09-011  
 Document Type: CONTRACT  
 INPUT Reference #: 32150.003  
 Contract #: N65C30002  
 Contractor: Computer Sciences Corporation

Department: Army  
 Document Title: DASH: Defense Automation Support Hardware  
 Related PAR: V-02-070  
 Document Type: CONTRACT  
 INPUT Reference #: 32021.014  
 Contract #: DAHC9493D0001  
 Contractor: Cordant Centel

Department: Army  
 Document Title: DASH: CENTEL SYSTEM PROPOSAL GUIDE (BOOK III)  
 Related PAR: DASH  
 RFP #: DAHC9492R0001  
 Document Type: Proposal  
 INPUT Reference #: 32021.014A

Department: Army  
 Document Title: DASH: Technical Proposal Book 2  
 RFP #: DAHC9492R0001  
 Document Type: Technical Proposal  
 INPUT Reference #: 32021.014B



Department: Defense  
Document Title: Procurement Opportunities at the DNA

Document Type: Summary Report  
INPUT Reference # : 02494

Department: Defense  
Document Title: Defense Nuclear Agency Profile  
Document Type: SDBU guide  
INPUT Reference #: 02495

Department : GAO  
Document Title: NASA Procurement - Proposed Changes to JPL Contract  
Document Type: GAO REPORT  
INPUT Reference #: 1105.07

Department: GAO  
Document Title: Military Satellite Communications  
Document Type: GAO REPORT  
INPUT Reference #: 1105.07

Department: GAO  
Document Title: Financial Management FY92 Audit of Defense  
Document Type: GAO REPORT  
INPUT Reference #: 1105.07

Department: GAO  
Document Title: DOD Computer Contracting  
Document Type: GAO REPORT  
INPUT Reference #: 1105.07

Department: Air Force  
Document Type: CONTRACT  
INPUT Reference #: 32020.014  
Contract #: F346088D0007  
Contractor: GTE

Department: Defense  
Document Title: Defense Technical Integration Services  
Related PAR: V-04G-021  
RFP #: DCA10093R0064  
Document Type: RFP  
INPUT Reference #: 02497

Department: Army  
Document Title: ADP Support Services for Software Development  
Related PAR: V-02-097  
RFP #: MDA90393R0049

Document Type: RFP  
INPUT Reference #: 02161

Department: NASA  
Document Title: Scientific and Engineering Workstations  
Related PAR: VIII-15-097, SEWP  
RFP #: RFP500243/3230  
Document Type: CONTRACT  
INPUT Reference #: 32189.001  
Contract #: NAS537001  
Contractor: Sun Microsystems

Department: NASA  
Document Title: Scientific and Engineering Workstations  
Related PAR: VIII-15-097, SEWP  
RFP #: RFP500243/3230  
Document Type: CONTRACT  
INPUT Reference #: 32189.002  
Contract #:NAS537002  
Contractor: Hewlett-Packard

Department: NASA  
Document Title: Scientific and Engineering Workstations  
Related PAR: SEWP, VIII-15-097  
Document Type: CONTRACT  
INPUT Reference #: 32189.003  
Contract #: NAS537003  
Contractor: Harris

Department: NASA  
Document Title: Scientific and Engineering Workstations  
Related PAR: VIII-15-097, SEWP  
RFP #: RFP500243/3230  
Document Type: CONTRACT  
INPUT Reference #: 32189.004  
Contract #: NAS537004  
Contractor: IBM

Department: NASA  
Document Title: Scientific and Engineering Workstations  
Related PAR: VIII-15-097, SEWP  
Document Type: CONTRACT  
INPUT Reference #: 32189.005  
Contract #:NAS57005  
Contractor: Silicon Graphics

Department: NASA  
Document Title: Scientific and Engineering Workstations

*Continued on next page*



*Library Acquisitions ...from page 5*

Related PAR: VIII-15-097, SEWP

RFP #: RFP500243/3230

Document Type: CONTRACT

INPUT Reference #: 32189.006

Contract #: NAS537006

Contractor: Silicon Graphics

Department: NASA

Document Title: Scientific and Engineering Workstations

Related PAR: VIII-15-097, SEWP

RFP #: RFP500243/3230

Document Type: CONTRACT

INPUT Reference #: 32189.007

Contract #: NAS5337007

Contractor: Digital Equipment Corp.

Department: NASA

Document Title: Scientific and Engineering Workstations

Related PAR: VIII-15-097, SEWP

Document Type: CONTRACT

INPUT Reference #: 32189.008

Contract #: NAS537008

Contractor: GTSI

Department: Air Force

Document Type: CONTRACT

INPUT Reference #: 32020.015

Contract #: F3060288C0105

Contractor: Paramax

Department: NASA

Document Title: NASA Headquarters Information Resources (IR&MS)

Document Type: DRAFT SOW

INPUT Reference #: 18015.001

Department: Energy

Document Title: ADP Support Services

Document Type: CONTRACT

INPUT Reference #: 32060.07

Contract #: DEAC0591MA40061

Contractor: SAIC

Department: GAO

Document Title: DEFENSE PROCUREMENT: Considering Vendor's Past Performance

Document Type: GAO REPORT

INPUT Reference #: 1105.07

Department: GAO

Document Title: FINANCIAL

MANAGEMENT: FY92 Audit Defense Coop.

Document Type: GAO REPORT

INPUT Reference #: 1105.07

Department: GAO

Document Title: CONTRACT PRICING;

Issues Related to DCAA Staff

Document Type: GAO REPORT

INPUT Reference #: 1105.07

Department: GAO

Document Title: ARMY ACQUISITION:

Transporter System Problems

Document Type: GAO REPORT

INPUT Reference #: 1105.07

Department: GAO

Document Title: NATIONAL WATER QUALITY ASSESSMENT

Document Type: GAO REPORT

INPUT Reference #: 1105.07

Department: GAO

Document Title: FINANCIAL

MANAGEMENT: IRS Lacks Accountability

Document Type: GAO REPORT

INPUT Reference #: 1105.07

Department: GAO

Document Title: DEFENSE INVENTORY

Applying Commercial Purchasing

Document Type: GAO REPORT

INPUT Reference #: 1105.07

Department: Justice

Document Title: Litigation Support Services

Related PAR: Litigation Support Services, VII-10-020

RFP #: JSENR92R0027

Document Type: CONTRACT SECTION B

INPUT Reference #: 32160.006B

Contract #: 3CGENR0052

Contractor: Acumenics Research & Tech.

Department: Justice

Document Title: Litigation Support Services Contract

Related PAR: Litigation Support Services, VII-10-020

RFP #: JSENR92R0027

Document Type: CONTRACT SECTION B

INPUT Reference #: 32160.006C



Contract #: 3CGENR0053  
 Contractor: Aspen Systems Corp.  
 Department: Justice  
 Document Title: Litigation Support Services  
 RFP #: JSUSA92R0034  
 Document Type: CONTRACT SECTION B  
 INPUT Reference #: 32160.007A  
 Contract #: 3CDUSA0054  
 Contractor: CACI

Department: Justice  
 Document Title: Litigation Support Services  
 RFP #: JSUSA92R0034  
 Document Type: CONTRACT SECTION B  
 INPUT Reference #: 32160.007B  
 Contract #: 3CDUSA0055  
 Contractor: RUST Federal Systems

Department: Justice  
 Document Title: Litigation Support Services  
 RFP #: JSUSA92R0034  
 Document Type: CONTRACT SECTION B  
 INPUT Reference #: 32160.007C  
 Contract #: 3CDUSA0059  
 Contractor: Aspen Systems Corp.

Department: Defense  
 Document Title: Protégé-Mentor Program in the  
 Dept of Defense  
 Document Type: Legislation  
 INPUT Reference #: 02400.618

## Recent DPAs

The Honorable Wardell C. Townsend, Jr.  
 Assistant Secretary for Administration  
 Department of Agriculture  
 Washington, DC 20250

8/30/93 KMA-93-430 Agriculture for the Info  
 Share program.

John Campbell, Acting Chief  
 Procurement Division  
 Office of Operations  
 Department of Agriculture  
 Washington, DC 20250

9/3/93 KMA-93-496 Agriculture for the  
 acquisition of FIP resources for the Animal and  
 Plant Health Inspection Service.

Colonel Joseph M. Narsavage  
 Director of Mission Systems  
 DCS/Command, Control, Communications  
 and Computers  
 Department of the Air Force  
 Washington, DC 20330

8/26/93 KMA-93-485 Air Force for FIP  
 resources including equipment, software, and  
 support services for LAN/WAN systems at  
 Peterson Air Force Base, Colorado.

Thomas Quinn  
 Deputy Assistant Secretary of Defense  
 (C3I Acquisition)  
 Office of the Assistant Secretary of Defense  
 Department of Defense  
 Washington, DC 20301-3040

8/30/93 KMA-92-518A Defense modified the  
 original DPA granted on 8/13/92 for the  
 acquisition of FIP hardware, software, and  
 services to support the Defense Finance and  
 Accounting Service in Columbus, Ohio and  
 Denver, Colorado.

Andrew Fishel  
 Federal Communications Commission  
 1919 M Street, NW  
 Washington, DC 20554

8/11/93 KMA-93-437 FCC for the acquisition  
 of telecommunications resources for the FCC.

Judith Parks, Assistant Commissioner  
 Office of GSA Information Services

8/31/93 KMA-92-528A GSA modified the  
 original DPA provided on 9/2/92 for the  
 acquisition of FIP resources for GSA's Local  
 Area Backbone Network.

Thomas Joyce  
 Director, Division of IRM Approvals  
 Department of Health and Human Services  
 200 Independence Avenue, SW  
 Washington, DC 20201

8/26/93 KMA-93-462 HHS for the acquisition  
 of nationwide personal computer maintenance  
 services for the Social Security Administration.

James P. Jadlos, Director, Office of IRM  
 Department of the Interior  
 18th and C Streets, NW  
 Washington, DC 20240

*Continued on next page*



9/2/93 KMA-92-249B Interior modified the original DPA from 4/6/93 to provide TIP resources in support of the Interior Department Electronic Acquisition System.

Charles Neill, Director Systems Policy Staff  
IRM  
Justice Management Division  
Department of Justice  
Washington, DC 20530

9/3/93 KMA-92-418D Justice modified the original DPA for the acquisition of FIP resources to support the Justice Retrieval and Inquiry System (JURIS).

Julie Jones, Acting Director  
Department of Justice

8/23/93 KMA-92-0073C Justice modified the original DPA of 6/29/93 for FIP support services in support of the FBI's Integrated Automated Fingerprint Identification System (IAFIS).

Eva Layne, Acting Chief, IRM Policy and Acquisition Management Office  
National Aeronautics and Space Administration Headquarters, Code JTD  
Washington, DC 20546

8/5/93 KMA-92-330B NASA modified the original DPA granted on 5/20/92 for the acquisition of Communication and Information Systems Technical Support for NASA Headquarters.

Rear Admiral J.G. Hekman, Commander  
Naval Information Systems Management Center  
Department of the Navy  
Washington, DC 20360-5000

8/12/93 KMA-93-433 Navy for the acquisition of a "bridge" contract for FIP support services in support of the Fleet Material Support Office's OMNIBUS I project at Mechanicsburg, PA.

8/24/93 KMA-93-428 Navy for the acquisition of FIP support services for the Naval Aviation Logistics command Management Information System (NALCOMIS), program at the Navy Management Systems Support Office (NAVMASSO), Central Design Agency.

Gerald Cranford, Director, Office of IRM  
Nuclear Regulatory Commission  
Washington, DC 20555-0001

8/31/93 KMA-93-0080B NRC modified the original DPA from 1/29/93, and modified on 4/8/93 for TIP resources in support of the NRC program offices.

Cynthia Rand, Director, Office of IRM  
Department of Transportation  
400 7th Street, SW, Room 7107  
Washington, DC 20590

8/19/93 Transportation for the acquisition of FIP resources in support of the Federal Aviation Administration's En Route Automated Radar Tracking System II program.

8/26/93 KMA-93-454 Transportation FIP support services in support of the FAA's En Route Software Development and Support Program.

8/30/93 KMA-93-470 Transportation for the acquisition of FIP resources in support of the United States Coast Guard's Differential Global Positioning System.

Stephen N. Bryant, Acting Director  
Office of Information Resources Management  
Department of the Treasury  
Treasury Annex Building, Room 3190  
Washington, DC 20220

9/2/93 KMA-90-080B Treasury modified the original DPA granted on 2/9/90 for the acquisition of FIP resources to support the Automatic Call Distributors (ACD) project for the IRS.

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This federal newsletter is issued as a part of INPUT's Federal Information Technology Procurement Program. If you have any questions or comments, please call your local INPUT organization or Bob Deller at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182 Telephone (703) 847-6870, Fax (703) 847-6872.



# INPUT<sup>®</sup> Federal Newsletter

ROUTE TO:

A Publication from INPUT's Federal Information Technology Procurement Program

Vol. I, No. 10

November 1993

## INPUT Notes

### Users Group Meeting

PAR data base users are invited to join us for coffee and danish to discuss our PAR products (Macintosh and PC). We will meet on November 18, 1993 at 10:00 a.m. in our office in Vienna. We will be discussing PAR upgrades and new products. Please R.S.V.P. to Dianne Kaminsky (703) 847-6870.

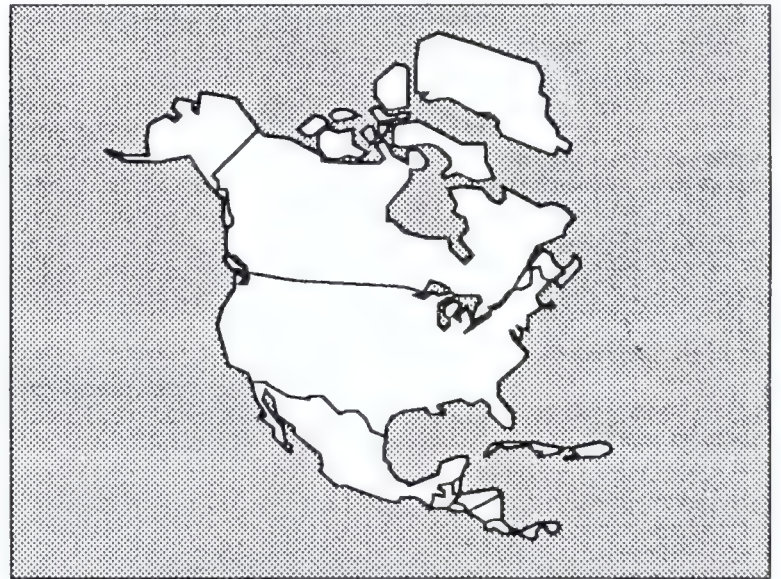
INPUT has added a new feature to its Federal Newsletter. "Researcher's Corner" will appear on the front page of the newsletter when there is a hot topic in the market. The segment will be written by an INPUT Research Analyst.

## Researcher's Corner

*By Jeff West*

### NAFTA WILL EXPAND BUSINESS OPPORTUNITIES

The North America Free Trade Agreement is potentially the most comprehensive free trade



accord ever negotiated among regional trading partners, and the first reciprocal free-trade pact between a developing country and industrial countries. NAFTA, if ratified, would carry wide-reaching benefits for the Information Technology community.

In 1991, U.S. firms exported \$4.5 billion worth of telecommunications equipment, computers and parts, and other electronic components to Canada and Mexico, according to the U.S. Department of Commerce. Currently, Mexico has a \$6 billion telecommunications market and a personal computer market projected to increase 30%, to \$1 billion in 1993. But will American firms be able to tap into this new and expanding market? INPUT believes serious opportunities will emerge. Already firms such as AT&T and Northern Telecom have expanded their presence in Mexico in anticipation of

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*Notes... from page 1*

NAFTA implementation. NAFTA implementation will be a large step on the way to developing a global telecommunications network.

Additionally, special provisions have been made in NAFTA for LAN hardware. LAN hardware falls into a special niche in the NAFTA code books, where it is not subject to tariffs or non-trade barriers. Also provisions have been made to open Mexico's \$150 billion services market to U.S. companies with no requirement on maintaining a Mexican subsidiary.

Currently, a bulletin board system, Mex Net, has been established to aid U.S. firms in doing business in Mexico. Mex Net is the Mexico-USA Business Network and is available by dialing (801) 486-8833. This board carries up-to-date information on NAFTA and provides varied sources of information on trade leads and possible contacts.

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### Teaming Searches

INPUT performs teaming searches to help our clients determine those companies interested in a specific procurement. The information is then used by our clients to help form teams. To better serve our clients and provide more in-depth searches, the initiating company's name will now be released. An interested organization is more willing to provide information if INPUT does the same. Thanks for your cooperation.

## October Procurement Highlights

### AIR FORCE

CDFS II V-01-202  
A Draft SOW for the Cloud Depiction and Forecast System II program was issued on October 8, 1993. Comments are due on November 12, 1993. A pre-bid conference will be held on December 15, 1993.

### ARMY

TAPSYS V-02-076  
The RFP for the Total Army Personnel System program will be released in mid-November, 1993. Bids will be due 60 days later.

The RFP for the Command Information Management System was released on September 9, 1993. Bids are due on October 25, 1993.

Bids for the PEO Stamis Workstation Contract were due on October 29, 1993.

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### NAVY

IS/ADP V-03-131  
The Information Systems / ADP Services program was awarded on August 31, 1993 to CDSI for \$32,184,783.

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### DEFENSE

DIBS V-04K-002  
The RFP for the DECA Interim Business System program was released on October 4, 1993. Bids are due on November 4, 1993. An award is expected on December 15, 1993.

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### AGRICULTURE

ISAP VI-05-034  
Bids for the APHIS Integrated Systems Acquisition Project were due on October 14, 1993.

INFO SHARE VI-05-044  
A vendors conference regarding the INFO SHARE program was held on October 19, 1993.

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### COMMERCE

ATS VI-06-043  
The RFP for the Automated Trademark System will be released in December, 1993. Bids will be due 30 days later.

HHS VII-08-042  
The RFP for the HCFA Data Center Capital Improvements program will be released in January, 1994. The decision to make this an 8(a) set-aside is now being made.



HHS VII-08-070  
Bids for the Information Technology Support Services are due on November 15, 1993. An award is expected in 2QFY94.

HHS NPDB VII-08-076  
The RFP for the National Practitioner Data Bank program was released on September 27, 1993. Bids are due on January 31, 1994. An award is expected in June, 1994.

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## INTERIOR

IDEAS VII-09-033  
The Interior Department Electronic Acquisition System program was awarded on September 20, 1993 to Price Waterhouse for \$27.8 million.

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## STATE

M204 VII-09C-013  
The RFP for the Model 204 Software Development and Maintenance program was released on October 7, 1993. Bids are due on November 12, 1993.

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## JUSTICE

GAMMA VII-10-050  
The Gamma Drug Enforcement Administration Office Automation Phase III program was canceled.

JCON SI VII-10-052  
The RFP for the Justice Consolidated Office Network System Integration program was released on September 30, 1993. Bids are due on December 6, 1993.

III VII-10-060  
The RFP for the IAFIS Interstate Identification Index program was released on September 29, 1993. Volumes I-IV and VII of the proposals are due on December 22, 1993. Volumes V-VII are due on January 5, 1994. An award should be made in September, 1994.

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## TRANSPORTATION

MOISE VII-11-032  
Bids for the Mission Oriented Information

Systems Engineering program are due on November 15, 1993. An award is expected in 3QFY94.

FAATSAT VII-11-049  
The RFP for the Telecommunications Satellite System program was released on October 6, 1993. Bids are due on December 5, 1993.

TAC VII-11-073  
The RFP for the Technical Assistance Contract will be released in November, 1993. Bids will be due 60 days later. An award is expected in December, 1994.

VII-11-079  
The RFP for the Oceanic System Development and Support program will be released in late November, 1993.

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## TREASURY

CSM/MIA VII-12-066  
The Corporate Systems Modernization/ Mirror Image Acquisition program will be awarded in December, 1993.

SCSS TA VII-12-087  
The Final RFP for the Service Center Support System Telecommunications Acquisition will be released in January, 1994. Bids will be due 60 days later.

SDE II VII-12-090  
An RFI for the Software Development Environment Phase II program will be released in November, 1993. An RFP will follow in 2QFY94.

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## EDUCATION

GES VII-13-019  
The RFP for the Title IV Network was released on October 13, 1993. Bids are due on November 22, 1993.

ERIC VII-13-028  
An RFP for the recompute of the Educational Resources Information Center Facility Contract will be released in December, 1993.

*Continued on next page*

*Highlights...from page 3***NASA**

DVTS VIII-15-133  
Bids for the Digital Voice Telecommunications System procurement are due on November 8, 1993.

**NRC**

NUDOCS VII-29-001  
The Nuclear Document System program was awarded on August 1, 1993 to ANSTEC for \$4,683,711.

## Recent Library Acquisitions

Department: Defense  
Document Title: Defense Message System  
Related PAR: V-04G-035  
Document Type: RFI and DRFP  
INPUT Reference #: 02481

Department: Justice  
Document Title: FOIPA Document Processing System (FDPS)  
Related PAR: VII-10-098  
RFP #: RFP6387  
Document Type: RFQ  
INPUT Reference #: 16117

Department: HHS  
Document Title: National Practitioners Data Bank  
Related PAR: VII-08-076  
RFP #: 213940004  
Document Type: RFP  
INPUT Reference #: 13116

Department: Defense  
Document Title: DISN Industry Day Conference Slides  
Document Type: Pre Proposal Conf. Transet  
INPUT Reference #: 02498

Department: Justice  
Document Title: U.S. Marshals Service Contractors  
Document Type: GUIDE

Department: NASA  
Document Title: FACILITIES MANAGEMENT ENGINEERING SERVICES  
Document Type: CONTRACT  
INPUT Reference #: 32180.012  
Contractor: SYSTEMS PLANNING CORP  
Contract #: NASW4380

Department: Army  
Document Type: CONTRACT  
INPUT Reference #: 32021.015  
Contractor: PRC SYSTEMS SERVICES  
Contract #: DAAD0189C0069

Department: Army  
Document Type: CONTRACT  
INPUT Reference #: 32021.016  
Contractor: PRC  
Contract #: DAAD0189C1000

Department: Treasury  
Document Type: CONTRACT  
INPUT Reference #: 32255.004  
Contractor: CBIS  
Contract #: TIR890056

Department: Veterans Affairs  
Document Title: Development of Managed Care Model  
Document Type: Contract and Task Orders  
INPUT Reference #: 32270.01  
Contractor: ABT Associates  
Contract #: V10193AP1201

Department: Agriculture  
Document Title: Integrated Systems Acquisition Project  
Related PAR: VI-05-034  
RFP #: APHISOTB001  
Document Type: Responses & Modification  
INPUT Reference #: 03101.06

Department: Navy  
Document Type: CONTRACT  
INPUT Reference #: 32022.021A  
Contractor: Paramax  
Contract #: N0001987G0160

Department: GAO  
Document Title: DRUG CONTROL - Reauthorization of Natl Drug Control  
Document Type: GAO REPORT  
INPUT Reference #: 1105.07



Department: GAO  
Document Title: Aircraft Certification - New  
FAA Approach  
Document Type: GAO REPORT  
INPUT Reference #: 1105.07

Department: GAO  
Document Title: PATENT AND  
TRADEMARK OFFICE - KEY PROCESSES  
Document Type: GAO REPORT  
INPUT Reference #: 1105.07

Department: GAO  
Document Title: DOCUMENT SECURITY  
JUSTICE CAN IMPROVE ITS CONTROL  
Document Type: GAO REPORT  
INPUT Reference #: 1105.07

Department: GAO  
Document Title: IRS INFORMATION  
SYSTEMS- WEAKNESSES INCREASE RISK  
Document Type: GAO REPORT  
INPUT Reference #: 1105.07

Department: GAO  
Document Title: SMALL BUSINESS-  
PROGRESS IN RESTRUCTURING  
PROGRAM  
Document Type: GAO TESTIMONY  
INPUT Reference #: 1105.07

Department: GAO  
Document Title: SMALL BUSINESS  
PROBLEMS CONTINUE WITH MINORITY  
PROGRAM  
Document Type: GAO REPORT  
INPUT Reference #: 1105.07

Department: GAO  
Document Title: FEDERAL RESEARCH  
AGING FEDERAL LABORATORIES  
Document Type: GAO REPORT  
INPUT Reference #: 1105.07

Document Title: ITAA DIRECTORY OF  
MINORITY OR WOMAN OWNED FIRMS  
Document Type: REFERENCE  
INPUT Reference #: 01801

Department: USPS  
Document Title: Facility Management and  
Software Support  
Document Type: SOW for CONTRACT  
INPUT Reference #: 32210.03

Contractor: MAXIMA  
Contract #: 10423089b0007  
Document Title: Review of Nations Important  
Journalists - 1993  
Document Type: REFERENCE  
INPUT Reference #: 01805

Department: National Science Foundation  
Document Title: Master Govt List of FFRDCs  
w/ Mission Statements  
Document Type: LISTING  
INPUT Reference #: 19206.01

Department: Defense  
Document Title: Ten Year Forecast Conference-  
Electronic Opportunities  
Document Type: Conference Notes  
INPUT Reference #: 02499

Department: Transportation  
Document Title: Oceanic System Development  
and Support  
Related PAR: VII-11-079  
Document Type: Draft SOW and BML  
INPUT Reference #: 24233

Department: Transportation  
Document Type: CONTRACT  
INPUT Reference #: 32241.001  
Contractor: Advanced Management, Inc.  
Contract #: DTMA9187C70032

Department: VETERANS AFFAIRS  
Document Title: INFORMATION  
RESOURCES MANAGEMENT 94-98  
Document Type: IRM PLAN  
INPUT Reference #: 27000.12

Department: VETERANS AFFAIRS  
Document Title: CASE IMPLEMENTATION  
Document Type: CONTRACT  
INPUT Reference #: 32270.02  
Contractor: BOOZ ALLEN & HAMILTON  
Contract #: V10193p1203

Department: NASA  
Document Title: Systems Engineering Analysis  
Support Service  
RFP #: RFP574300/184  
Document Type: CONTRACT  
INPUT Reference #: 32189.009  
Contractor: CSC  
Contract #: NAS531500

*Continued on next page*

*Library Acquisitions ...from page 5*

Department: Interior  
 Document Title: Software Customization for  
 LAWNET  
 RFP #: N652R30004  
 Document Type: RFP  
 INPUT Reference #: 15029

Department: Securities and Exchange  
 Document Title: EDGAR  
 RFP #: SECHQ186R0637  
 Document Type: CONTRACT & RFP  
 INPUT Reference #: 32290.001  
 Contractor: BDM  
 Contract #: SECOEM89C0001

Department: Commerce  
 Document Title: World Area System Forecast  
 Related PAR: VI-06-050  
 RFP #: 52DDNW400008  
 Document Type: RFP & AMENDMENTS  
 INPUT Reference #: 04313

## Recent DPAs

9/30/93 KMA-93-0535  
 Mr. John K. Campbell, Acting Chief  
 Procurement Division  
 Office of Operations  
 Department of Agriculture

For the acquisition of resources in support of the  
 Soil Conservation Service.

This DPA responds to APR of 9/29/93.

9/9/93 KMA-90-0171(A)  
 Mr. David Borland, Director

United States Army Information Systems  
 Selection and Acquisition Agency  
 Department of the Army

For the modification of DPA KMA-90-0171 on  
 4/12/90 to acquire resources for the acquisition  
 of Automatic Data Processing Equipment  
 maintenance services and proprietary software  
 licenses for the Decentralized Automatic Supply  
 Support Systems (DAS3) Program.

This letter responds to the APR dated 8/30/93.

10/14/93 KMA-93-0121(A)  
 Department of the Army

For the modification of the DPA acquire  
 resources to support the Standard Installation  
 Division Personnel System-3 (SIDPERS-3).  
 This DPA responds to APR of 9/27/93.

10/18/93 KMA-93-053  
 Department of the Army  
 For the acquisition of resources to support the  
 Pentagon Telecommunications Center.

This letter responds to APR of 9/24/93. This  
 DPA limits the contract life to three years and  
 requires Army to submit to GSA the re  
 competition plan and milestones for future  
 hardware replacement within six months.

10/4/93 KMA-93-0499  
 Ms. Julie A. Jones, Deputy Director  
 Systems Policy Staff  
 Justice Management Division  
 Department of Justice  
 For approval to acquire a Private Branch  
 Exchange for the Drug Enforcement  
 Administration's District Office in Tucson,  
 Arizona.

This DPA responds to a request of 9/3/93. The  
 request is for an exception to the Consolidated  
 Local Telecommunications Services Program.  
 The estimated systems (contract) life of the  
 required equipment is five years

10/13/93 KMA-93-0527  
 Mr. Charles R. Neill, Director  
 Systems Policy Staff  
 Justice Management Division  
 Department of Justice

To acquire telecommunications resources for  
 the Department of Justice for the Drug  
 Enforcement Administration in Fort Worth,  
 Texas.

This DPA responds to APR 9/23/93. As the  
 estimated systems (contract) life of the required  
 equipment is 10 years.

10/5/93 KMA-93-0364(A)  
 Cary Green, Director  
 Information Resources Management Service  
 Department of Education



For the modification to the acquisition of the Mainframe Computer Processing and Support Services.

This letter responds to APR 9/13/93.

10/13/93 KMA-93-0534  
Mr. James P. Jadlos, Director  
Office of Information  
Resource Management  
Budget & Program Resource Management MS  
5312  
Department of the Interior

For the acquisition of resources in support of the U.S. Geological Survey's Landsat 7 Data Handling Facility (DHF) requirements at the Earth Resources Observation Systems (EROS) Data Center (EDC) in Sioux Falls, South Dakota.

This DPA responds to APR of 9/28/93. GSA has selected the EDC Landsat 7 DHF project for a comprehensive review.

9/29/93 KMA-90-0432(A)  
Ms. Eva L. Layne, Acting Chief  
IRM Policy and  
Acquisition Management Office  
National Aeronautics and Space  
Administration Headquarters, Code JTD

For the modification of DPA KMA-90-0432 8/22/90 to acquire resources for the Wind Tunnel Data Acquisition Computer System Upgrades at Langley Research Center, Hampton, Virginia.

This DPA responds to APR of 8/17/93.

9/30/93 KMA-93-0532  
National Aeronautics and Space  
Administration Headquarters, Code JTD

For the acquisition of resources for Systems Engineering Research and Development at Goddard Space Flight Center.

This DPA responds to APR of 9/27/93.

10/6/93 KMA-93-0265(A)  
Rear Admiral J. G. Hekman, Commander  
Naval Information Systems  
Management Center  
Department of the Navy

For the modification of the DPA provided 5/14/93 for resources in support of the Naval Sea Systems Command's Planned Maintenance Systems and the Engineering Operational Sequencing System.

This DPA responds to APR of 9/15/93.

10/13/93 KMA-93-0541  
Department of the Navy  
For the acquisition of resources for base level support services at the Naval Command, Control, and Ocean Surveillance Center, San Diego, CA.

This DPA responds to APR of 9/23/93. Because Navy has acquired resources without an approved DPA, a review of this procurement action by an official with authority to ratify an unauthorized commitment is required.

10/14/93 KMA-94-0001  
Rear Admiral J. G. Hekman, Commander  
Naval Information Systems Management Center  
Department of the Navy

For the acquisition of resources necessary to acquire and operate the Naval Sea Systems Command Theater Air Defense Surface Electronic Warfare Trainer.

This DPA responds to APR of 9/28/93.

10/13/93 KMA-94-0009  
Department of the Navy  
For the acquisition of resources for the United States Naval Academy located at Annapolis, MD.

This DPA responds to APR of 10/13/93.

10/7/93 KMA-93-0438(A)  
Mr. Alfred F. Chatterton III, Chief  
Procurement Division  
Office of Personnel Management

For an exception to the mandatory use of GSA's Consolidated Local Telecommunications Service for the Office of Personnel Management Regional Office located in San Francisco, California.

This DPA responds to the APR of 8/5/93, and additional information provided 9/10/93. The exception shall be limited to a period of five years.

## *Library Acquisitions ...from page 7*

9/30/93 KMA-90-0547(E)  
Mr. John E. Clark  
Deputy Assistant Secretary  
for Information Management (A/IM)  
Department of State

For the modification of DPA KMA-90-0547 on 9/28/90 to acquire maintenance for the installed base of data processing equipment.

This DPA responds to APR of 9/16/93. State must submit to GSA no later than 3/31/94, a report describing the progress State has made in replacing equipment which is maintained.

10/5/93 KMA-92-0051(A)  
Ms. Cynthia C. Rand, Director  
Office of Information  
Resource Management  
Department of Transportation

For the modification of the DPA provided on 3/1/92, to acquire resources in support of the United States Coast Guard's (USCG's) Standard Workstation III Project.

This DPA responds to APR of 9/15/93.

10/5/93 KMA-93-0519  
Department of Transportation

For support services in support of the United States Coast Guard's Standard Workstation III Project.

This DPA responds to APR of 9/15/93. GSA has selected the SW III project for a comprehensive review.

7/9/93 KMA-93-0362  
Ms. Jane L. Sullivan  
Acting Deputy Assistant Secretary  
for Information Systems  
Department of the Treasury

For resources to support the Treasury Information Processing Support Services Initiative.

This DPA responds to APR 6/9/93 submitted under the Trail Boss Program.

9/30/93 KMA-93-0489  
Mr. Stephen N. Bryant, Acting Director  
Office of Information  
Resources Management  
Department of the Treasury  
For the acquisition of resources for the Financial Management Service's Enterprise Initiative.

This letter responds to APR of 8/25/93.

10/13/93 KMA-93-0518  
Mr. Roy L. Carter, Assistant Director  
Administrative Office of the  
United States Courts

For an exception to the Consolidated Local Telecommunications Services Program for the U.S. Courts in the Everett McKinley Dirksen Federal Office Building, 219 South Dearborn Street in Chicago, Illinois.

This DPA responds to APR of 9/7/93. USC agrees to manage the proposed telephone system and provide service to other Government agencies at the location mentioned above.

10/14/93 KMA-93-0533  
Mr. John Condayan, Director  
Management Bureau  
United States Information Agency

For the approval of an exception to the mandatory use of the local telecommunications service program in Washington, DC, to allow the United States Information Agency to conduct a test of digital video conferencing.

This DPA responds to APR of 9/27/93. USIA agrees to manage the proposed arrangement and provide service to other government agencies at the location mentioned above.

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Bob Deller at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182  
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ROUTE TO:

A Publication from INPUT's **Federal Information Technology Procurement Program**

Vol. I, No. 11

December 1993

## Researcher's Corner

*By Kevin M. Plexico*

The Defense Information Systems Agency recently awarded the Department of Defense-wide contract for Defense Technical Integration Services (DTIS). DTIS is a multiple award contract awarded to six contractors: BDM, Boeing, CSC, EDS, Martin Marietta, and Unisys. DoD believes that it can get technical integration products and services cheaper through DTIS than similar products and services available on GSA's Multiple Award Schedule (MAS) contracts. Like MAS contracts, DTIS provides DoD agencies with multiple purchasing vehicles for an indefinite supply of goods and services at predetermined prices.

There is one important advantage DTIS offers that the MAS contracts do not. When an agency wants to purchase over \$25,000 of a good or service from the MAS Schedule, that agency is required to announce the purchase in the CBD

as an opportunity for other vendors to compete. The DTIS contract has already been competed and does not require the Department to advertise any purchases it intends, regardless of the purchase amount. This should reduce the turnaround time of purchase orders on the contract.

The DTIS contract obligates DoD agencies to buy \$10 million worth of goods spread evenly among the six contractors. However, beyond that, the government is under no legal obligation to purchase anything else from the contracts. With the government's responsibility for advertising any of its buying interests removed, the six contractors will have to be aggressive in identifying opportunities to sell their products and in making their products known to the agencies concerned.

The award of multiple contracts under a single competition will become more popular as a method for assuring lowest cost for goods and services. ■

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## INPUT Notes

At the November 18th PAR users meeting, data base interfaces for PAR and FAIT were discussed. INPUT will be upgrading its desktop products over the next twelve months and will be focusing on the "look and feel" as well as additional data fields and updating.

Because of the holidays, the next users meeting will be held on January 21, 1994. ■

## Recent DPAs

Mr. John K. Campbell  
Acting Chief  
Procurement Division  
Office of Operations  
Department of Agriculture  
Washington, DC 20250  
10/7/93

KMA-93-0540

Agriculture

For the acquisition of resources in support of the Soil Conservation Service.

This DPA responds to an APR of 9/30/93. USDA has exceeded the regulatory approval authority and has an unauthorized commitment which requires ratification.

Mr. Alfred Lieberman  
Chief  
Operations Analysis and Information Management  
Arms Control and Disarmament Agency  
320 21st Street, NW.  
Washington, DC 20451  
10/25/93

KMA-94-0002

Arms Control And Disarmament Agency

For the acquisition of operations management and development technical support.

This DPA responds to an APR of 10/6/93.

Mr. Thomas P. Quinn  
Deputy Assistant Secretary of Defense (C3I Acquisition)  
Office of the Assistant Secretary of Defense  
Department of Defense  
Washington, DC 20301-3040  
10/22/93

KMA-93-0389

Defense

For the acquisition of hardware, software, maintenance and support services to support the Defense Logistics Agency Distribution Standard Process Control Systems.

This DPA responds to APR of 6/28/93. This delegation is limited to two years.

10/21/93

KMA-93-0449

Defense

For the acquisition of hardware, software and maintenance resources to support the Defense Information Systems Agency Mail Image Routing and Optical Recording System at Cleveland, Ohio.

This DPA responds to an APR of 8/4/93. This delegation is limited to three years.

Mr. Thomas M. Hughes  
Director, Materials Management Service  
Government Printing Office  
North Capitol and H Street, NW.  
Washington, DC 20401  
10/25/93

KMA-94-0010

GPO

For the acquisition of maintenance support for the Government Printing Office's mainframe computer.

This DPA responds to an APR of 10/7/93.

Mr. Thomas F. Joyce  
Director, Division of IRM Approvals  
Department of Health and Human Services  
200 Independence Avenue, SW.  
Washington, DC 20201  
10/22/93

KMA-94-0014

HHS

For the acquisition of maintenance services for the Social Security Administration's automatic call distributors.

This DPA responds to an APR of 10/15/93.

10/25/93

KMA-94-0016

HHS

For the acquisition of resources for the Social Security Administration's Phase II Disk Capacity Increase Program.

This DPA responds to an APR of 10/14/93.



10/25/93

KMA-94-0017

HHS

For the acquisition of maintenance services for the Social Security Administration's telephone system.

This DPA responds to an APR of 10/14/93.

10/27/93

KMA-94-0023

HHS

For the acquisition of support services for the Public Health Services' Center for Disease Control.

This DPA responds to an APR of 10/18/93.

Mr. Robert E. Ray  
Chief, Division of ADP Acquisition and  
Technical Assistance, IRM MS 5312  
Department of the Interior  
1849 C Street, NW.  
Washington, DC 20240  
10/25/93

KMA-94-0025

Interior

For the acquisition of support services for the Bureau of Land Management.

This DPA responds to an APR of 10/21/93.

Mr. Charles R. Neill  
Director  
Systems Policy Staff  
Justice Management Division  
Department of Justice  
Washington, DC 20530  
10/25/93

KMA-90-0505(B)

Justice

For the modification of DPA 90-0505(A) on 9/4/91 to acquire resources in support of the Federal Prison Industries' Management Control System.

This DPA responds to the APR of 10/15/93.

Ms. Michelle P. Ouellet  
Acting Chief  
Office of Acquisition Integrity  
Department of Labor  
200 Constitution Ave., NW.  
Washington, DC 20210  
10/26/93

KMA-94-0003

Labor

For the acquisition of resources for the Bureau of Labor Statistics.

This DPA responds to an APR of 10/5/93. The agency must ensure that EPA Energy Star requirements are addressed in the solicitation(s) issued under authority of this delegation.

Ms. Eva Layne  
Acting Chief, IRM Policy and Acquisition  
Management Office  
National Aeronautics and Space Administration  
Headquarters, Code JTD  
Washington, DC 20546  
10/22/93

KMA-93-0531

NASA

For the acquisition of support services to support the Stennis Space Center.

This DPA responds to an APR of 9/24/93.

Rear Admiral J. G. Hekman  
Commander  
Naval Information Systems Management Center  
Department of the Navy  
Washington, DC 20360-5000  
10/27/93

KMA-94-0022

Navy

For the acquisition of services in support of the Naval Sea Systems Command's (NAVSEA's) Planned Maintenance System (PMS) Data and Engineering Operational Sequencing System.

This DPA responds to an APR of 10/13/93. A plan must be submitted for any follow-on acquisitions to GSA no later than 6 months before the expiration of the contract(s) awarded under this DPA.

*Continued on next page*

*DPAs...from page 3*

Mr. Jack Flack  
 Manager, Technical Research and Procurement  
 Information Services, Mail Stop MP 2C-C  
 Tennessee Valley Authority  
 150 West 11th Street  
 Chattanooga, TN 37402  
 10/25/93 KMA-91-0242(A)

Tennessee Valley Authority

For the modification of DPA KMA-91-0242 on 5/23/91 to acquire Supervisory Control and Data Acquisition Systems to serve five Area dispatching Control Centers in Tennessee.

This DPA responds to the APR of 10/8/93.

Ms. Cynthia C. Rand  
 Director, Office of Information Resource  
 Management  
 Department of Transportation  
 400 7th Street, SW., Room 7107  
 Washington, DC 20590  
 10/27/93 KMA-94-0005

Transportation

For Federal Aviation Administration resources for the Federal Aviation Safety Data Analysis Center.

This DPA responds to an APR of 9/30/93.

10/27/93 KMA-94-0026

Transportation

For the acquisition of services in support of the Federal Aviation Administration's (FAA's) Southwest Region.

This DPA responds to an APR of 10/20/93.

Mr. Thomas F. Kingery, Jr.  
 Acting Director, Office of Information  
 Resources Management  
 Department of Treasury  
 1500 Pennsylvania Avenue, NW.  
 Treasury Annex Building, Room 3190  
 Washington, DC 20220  
 9/25/93 KMA-88-0451(B)

Treasury

For the modification of DPA KMA-88-0451(A) for the acquisition of necessary resources to satisfy this requirement.

10/21/93

KMA-92-0372(A)

Treasury

For the modification of DPA KMA-92-0372 on 9/22/92 to acquire resources for the U.S. Customs Service Automated Commercial System.

This DPA responds to APR of 10/13/93. Treasury has exceeded the regulatory authority with an unauthorized commitment which requires ratification.

10/27/93

KMA-93-0536

Treasury

For the acquisition of resources for the U.S. Customs Service Data Center located at Newington, Virginia.

This DPA responds to an APR of 9/23/93. ■

## Recent Library Acquisitions

Department: HHS  
 Document Title: Biomedical Computing Design and Implementation  
 Document Type: CONTRACT  
 INPUT Reference #: 32131.003  
 Contractor: Mitre  
 Contract #: N01CP05625

Department: HHS  
 Document Title: IMPAC II  
 Document Type: CONTRACT  
 INPUT Reference #: 32131.004  
 Contractor: Information Management Services  
 Contract #: N01RG32123  
 Department: HHS  
 Document Title: ADP Support Services



Document Type: CONTRACT  
INPUT Reference #: 32132.002  
Contractor: Complex Corp.  
Contract #: 600900132  
Department: Transportation

Document Title: FAATSAT  
Related PAR: V11-11-049  
RFP #: DCA20093R0036  
Document Type: RFP, Amendment, BML  
INPUT Reference #: 23236

Department: NASA  
Document Title: AUDIO VISUAL SUPPORT  
Document Type: CONTRACT  
INPUT Reference #: 32180.01  
Contractor: EVKO PRODUCTION CORP.  
Contract #: NASW4554

Department: Defense  
Document Title: Clinton Defense Plan  
Document Type: PLANNING DOCUMENT  
INPUT Reference #: 02499.001

Department: Air Force  
Document Title: Desktop IV - Zenith Data  
System  
Document Type: ZDS Proposal  
INPUT Reference #: 32020.019

Department: AIR FORCE  
Document Title: AFCAC 305 DATABASE  
MACHINE - PROGRAM SUMMARY  
RFP #: F1963090R0008  
INPUT Reference #: 02077  
Contractor: HFSI

Department: AIR FORCE  
Document Title: DESKTOP IV CONTRACT  
Document Type: CONTRACT  
INPUT Reference #: 032020.020  
Contractor: GTSI  
Contract #: F0162093D001

Department: Energy  
Document Type: CONTRACT  
INPUT Reference #: 32060.08  
Contractor: TRESP ASSOCIATES, INC..  
Contract #: DEAC0588OR21850

Department: Energy  
Document Type: CONTRACT  
INPUT Reference #: 32060.09  
Contractor: Labat-Andersen  
Contract #: DEAC0587MA40034

Department: Energy  
INPUT Reference #: 32060.10  
Contractor: EG&G  
Contract #: DEAC0776ID01570

Department: COMMERCE  
Document Title: Federal ISO 9000 RELATED  
ACTIVITIES FACT SHEET  
Document Type: GUIDE  
INPUT Reference #: 04206

Department: Army  
Document Title: Information Mission Area  
Support  
Related PAR: V-02-101  
Document Type: DRAFT SOW  
INPUT Reference #: 02162

Department: Interior  
Document Title: Omnibus Software Support  
Services  
Related PAR: V-09-042  
Document Type: Request for Comment  
INPUT Reference #: 15030

Department: GSA  
Document Title: Forecast of GSA Contracting  
Opportunities  
Document Type: SDBU guide  
INPUT Reference #: 12083

Department: Justice  
Document Title: Litigation Support Services  
Related PAR: VII-10-020  
RFP #: JSENR920027  
Document Type: RFP, Amendments, BML  
INPUT Reference #: 16024

Department: Treasury  
Document Title: Imaging Hardware and  
Software  
Related PAR: VII-12-089  
RFP #: CS93037  
Document Type: RFP, AMENDMENTS  
INPUT Reference #: 25206

*Continued on next page*

*Acquisitions...from page 5*

Department: NASA  
Document Title: Operations and Analysis  
Support for the NSSDC  
Document Type: CONTRACT  
INPUT Reference #: 32189.010  
Contractor: ST System  
Contract #: NAS530960

Department: NASA  
Document Title: Engineering Support and  
Related Services  
Document Type: CONTRACT  
INPUT Reference #: 32189.011  
Contractor: CSC  
Contract #: NAS530999

Department: Navy  
Document Title: Information Processing  
Services  
Related PAR: V-03-188  
RFP #: N0060093R3108  
Document Type: RFP  
INPUT Reference #: 02278.A

Department: NASA  
RFP #: 546478/603  
Document Type: RFP  
INPUT Reference #: 18219  
Contractor: CSC  
Contract #: NAS530999

Department: Navy  
Document Title: ADP Technical Services  
Related PAR: V-03-189  
RFP #: N0060093R3115  
Document Type: RFP  
INPUT Reference #: 02278.B

Department: Navy  
Document Title: Technical Support Services for  
the C4I  
Related PAR: V-03-184  
RFP #: N0014093RBD70  
Document Type: RFP  
INPUT Reference #: 02279

Department: Treasury  
Document Type: CONTRACT  
INPUT Reference #: 32255.005

Contractor: AT&T  
Contract #: TIR910072

Department: HHS  
Document Type: CONTRACT  
INPUT Reference #: 32130.010  
Contractor: Computech, Inc.  
Contract #: 271898337

Department: Army  
Document Title: TECHNICAL SUPPORT  
SERVICES  
Document Type: CONTRACT  
INPUT Reference #: 32021.019  
Contractor: GENERAL RESEARCH CORP  
Contract #: MDA90391C0196

Department: EPA  
Document Title: Evidence Audit & Litig.  
Support for NEIC  
Document Type: CONTRACT  
INPUT Reference #: 32070.004  
Contractor: Techlaw  
Contract #: 68W00001

Department: GSA  
Document Title: Automated Data Processing  
Equipment in Federal Gov  
Document Type: REPORT  
INPUT Reference #: 12000.34

Document Title: Directory Federal Financial  
Managers 1993-1994  
Document Type: REFERENCE  
INPUT Reference #: 1500.02b

Department: GAO  
Document Title: Reports and Testimony  
September 1993  
Document Type: GAO REPORT  
INPUT Reference #: 1105.09

Department: GAO  
Document Title: NOAA Fleet Modernization  
Plan  
Document Type: GAO TESTIMONY  
INPUT Reference #: 1105.09

Department: GAO  
Document Title: Financial Management - IRS'  
Self Assessment  
Document Type: GAO REPORT  
INPUT Reference #: 1105.09



Department: GAO  
 Document Title: Joint Military Operations  
 Document Type: GAO REPORT  
 INPUT Reference #: 1105.09

Department: GAO  
 Document Title: Test and Evaluation  
 Document Type: GAO REPORT  
 INPUT Reference #: 1105.09

Department: GAO  
 Document Title: Congressional Oversight -  
 General Accounting Office  
 Document Type: GAO TESTIMONY  
 INPUT Reference #: 1105.09

Department: GAO  
 Document Title: DOE Management  
 Document Type: GAO REPORT  
 INPUT Reference #: 1105.09

Department: GAO  
 Document Title: Interstate Banking - Benefits  
 and Risk of Restrict  
 Document Type: GAO REPORT  
 INPUT Reference #: 1105.09

Department: GAO  
 Document Title: Financial Management- Army  
 Lacks Accountability  
 Document Type: GAO REPORT  
 INPUT Reference #: 1105.09

Department: GAO  
 Document Title: Financial Management -  
 Customs' Self-assessment  
 Document Type: GAO REPORT  
 INPUT Reference #: 1105.09

Department: GAO  
 Document Title: Financial Management - Army  
 Real Property Account.  
 Document Type: GAO REPORT  
 INPUT Reference #: 1105.09

Department: Air Force  
 Document Title: Operation and Maintenance  
 Services for SPACELAN  
 Related PAR: V-01-199  
 RFP #: F0560493R9009  
 Document Type: SOLICITATION  
 INPUT Reference #: 02080

Department: NASA  
 Document Title: EOSDIS  
 Related VIII-15-085  
 Document Type: CONTRACT  
 INPUT Reference #: 32189.012  
 Contractor: Hughes  
 Contract #: NAS560000

Department: Navy  
 Document Title: Logistics and Engineering  
 services  
 Document Type: CONTRACT  
 INPUT Reference #: 32022.022  
 Contractor: INS  
 Contract # : N00014092d3371  
 Department: Navy

Document Type: CONTRACT  
 INPUT Reference #: 32022.023  
 Contractor: Management Technology  
 Contract #: N0010292CF001 ■

## November Procurement Highlights

### AIR FORCE

ICASE V-01-145  
 ICASE was awarded to Lockheed Missiles and  
 Space Company on November 23, 1993 for  
 approximately \$400 million.

SPACELAN V-01-199  
 The RFP for the Operation and Maintenance  
 Services for SPACELAN was released on  
 November 3, 1993. Bids are due on  
 December 9, 1993.

### ARMY

KAP V-02-087  
 The Keystone Application Project will be  
 awarded in December, 1993.

CIMS V-02-092  
 The RFP for the Command Information  
 Management System program was released on

*Continued on next page*

## Highlights...from page 7

September 9, 1993. Bids were due on November 4, 1993.

SWC V-02-094  
Bids for the PEO Stamis Workstation Contract were due on October 29, 1993.

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## DEFENSE

LCSC V-04A-021  
The JLSC SETA program is now referred to as the Logistics CIM Services Contract. An RFP for this program is expected in February, 1994.

HITS V-04G-018  
The RFP for the Hawaii Information Transfer System will be released in 3QFY94.

DTIS V-04G-021  
The Defense Technical Integration Services program was awarded to six vendors: BDM, Boeing, CSC, EDS, Martin Marietta, and Paramax. The maximum value for all six contracts is \$935 million.

DCIS V-04K-001  
DeCA is conducting a full and comprehensive study of the commissary benefit. The RFP release for the Defense Commissary Information Program has been delayed until at least 2QFY94.

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## AGRICULTURE

ISAP VI-05-034  
The Integrated Systems Acquisition Project should be awarded in July, 1994.

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## COMMERCE

PAMS VI-06-036  
The RFP for the Patent Application Management System will be released in mid to late November, 1993. Bids will be due 75 days later.

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## INTERIOR

LANDSAT 7 VII-09-040  
An RFP for the Landsat 7 Handling Facility System will be released on December 15, 1993.

V-09-042  
An RFC for the US Geological Services program was released on October 21, 1993. Comments were due on November 22, 1993.

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## JUSTICE

BOPNET VII-10-037  
The Bureau of Prisons Local Area Network Equipment and Software RFP will be released in December, 1993. It will be a Competitive 8(a) procurement.

VII-10-100  
A Draft RFP for the FBI-DEA Administrative System will be released in 3QFY94.

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## TREASURY

TIPSS VII-12-091  
The RFP for the Treasury Information Processing Support Services will be released at the end of November, 1993. An award is expected in August, 1994.

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## VA

VBA MOD VIII-16-011  
The RFP for Stage II of the Modernization Plan program was released in Mid-November, 1993. A pre-proposal conference will be held on December 6, 1993. Bids will be due on January 12, 1994.

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## EPA

ITAS VIII-17-021  
An RFP for the Information Technology Architectural Support program will be released in January, 1994. ■

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This federal newsletter is issued as a part of INPUT's Federal Information Technology Procurement Program. If you have any questions or comments, please call your local INPUT organization or Bob Deller at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182 Telephone (703) 847-6870, Fax (703) 847-6872.



# INPUT<sup>®</sup> Federal Newsletter

ROUTE TO:

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A Publication from INPUT's Federal Information Technology Procurement Program

Vol. II, No. 1

January 1994

## The EPA Makes the Fed Turn Green

### Researcher's Corner

*By: Jeff West*

Not since the Teenage Mutant Ninja Turtles has anything green caused such a fuss as the green PC movement adopted by the federal government. But the question is, "What does this mean to vendors?"

The green PC movement began with the cooperative effort, Energy Star, a child of the Energy Policy Act of 1992. It became a mandate with President Clinton's signing of Executive Order 12845 on April 21, 1993. The President's directive went into effect October 21, 1993, forcing agencies to:

- Make all acquisitions meet "EPA Energy Requirements" for energy efficiency

- Make exemption decisions on a case-by-case basis
- Equip new and existing equipment with energy-efficient low power standby features
- Include these specifications in new and existing contracts
- Educate and prescribe to agency employees the aggressive use of energy efficiency

The first major proposal to request Energy Star compliant equipment was the Treasury TDA - 1 contract, due to be awarded soon. Several vendors who submitted proposals admitted difficulty in meeting the increased requirements without increasing the equipment price unduly. Benchmarks to ensure that equipment meets stated requirements have not been created. Vendors are left to self-test and self-comply (a practice already in place with the Trade Agreements Act). This is bound to increase the probability of protest.

### IN THIS ISSUE:

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*EPA . . . from page 1*

Surprisingly, most vendors perceive little or no effect. Many vendors feel that a competitive advantage exists if they offer more energy-efficient products. Increasingly, companies are seeking this advantage when developing new software, microcomputers and operating systems.

Additionally, there exists the possibility of increasing business by refitting old machines with power-saving measures. In support of this, James Arrington, the General Services Administration Deputy Director of Planning and Support, said, "Energy-efficient modifications will qualify under technology refreshment clauses."

Looming in the horizon is the effects of this executive order. If one looks at the CBD these days, Energy Star compliance announcements are coming in like the Atlantic at high tide. Vendors must prepare by placing compliant products on their GSA schedules and taking part in creating industry standards.

The Energy Star program plans to include copiers and fax machines by 1995, and the possibility exists that other hardware products will be included in the near future. Additionally, if the self-testing measure currently in place does not work, and companies are found to be showing wide-spread noncompliance, the Department of Energy will be forced to mandate requirements and testing.

## INPUT Notes

INPUT is pleased to announce its first quarter 1994 breakfast meeting for the federal program. It will address the latest implications of the National Information Infrastructure and related legislation on the federal government information technology market.

The nation believes it needs an information superhighway and is moving ahead with plans to research, develop, and fund such a massive endeavor. The National Information Infrastructure would bring voice, video and data into every home and office in the country at gigabit speeds. The Clinton Administration has already identified several significant steps to accomplish this ambitious program, including:

- Reassign the radio frequency spectrum
- Implement National Performance Review
- Invest in new initiatives
- Encourage private sector investment
- Establish standards
- Provide citizen access

We invite you to attend this meeting at the Tysons Corner Marriott on Leesburg Pike in Virginia, beginning at 8:30 a.m. Wednesday, January 19, 1994. Please contact Barbara Fisher (703) 847-6870, to register.

We look forward to seeing you at the breakfast and discussing the implications of National Information Infrastructure on your company's business.

INPUT has published its comprehensive study of Federal Information Systems & Services buying trends for 1993-1998. Also available are reports on Object-Oriented Technologies and Service to the Citizen Opportunities. For information, contact Bill Smith at (703) 847-6870.



# December Procurement Highlights

## AIR FORCE

I CASE V-01-145  
The I CASE award to Lockheed was protested to the GSBGA by Logicon. The Air Force may cancel the award.

ISS V-01-197  
Bids for the Intelligence System Support program are due on December 22, 1993. An award is expected July 2, 1994.

## ARMY

TROJAN SPIRIT II V-02-091  
The Trojan Special Purpose Integrated Remote Intelligence Terminal II program was awarded July 12, 1993, to Electrospace Systems for \$49,167,111.

## NAVY

AIM V-03-185  
A Draft RFP for the Authoring Instructional Materials Engineering and Technical Support was released December 22, 1993. Comments are due January 20, 1994. A Final RFP is expected March 18, 1994. Bids will be due 45 days later.

## DEFENSE

DISS V-04E-011  
The RFP for the Defense Industrial Engineering Support System program was released July 6, 1993. Bids were due September 8, 1993. An award is expected in 2QFY94.

## COMMERCE

LSSCS VI-06-054  
The Large Scale Scientific Computing System program was awarded in August 1993 to Cray Research for \$46 million.

## HHS

VII-08-056  
The Connectivity Acquisition was awarded to IBM September 23, 1993, for approximately \$23 million.

## HUD

MARS VII-09B-006  
An award for the Multifamily Accounting & Reporting System is expected in February 1994.

## STATE

DTS-VAN VII-09C-014  
The RFP for the Diplomatic Telecommunications Service Value Added Network was released November 24, 1993. Bids are due July 17, 1994.

## JUSTICE

FOIMS VII-10-002  
The workstation portion of the FBI Field Office Information Management System program was awarded November 10, 1993 to Justice Technology Partners.

PWAC VII-10-035  
The Personal Workstation Acquisition program will be awarded in 2QFY94.

BOPNET VII-10-037  
The RFP for the Local Area Network Equipment and Software program for the Bureau of Prisons was released December 14, 1993. Bids are due January 31, 1994.

*Continued on next page*

*Highlights . . . from page 3*

VII-10-090

The RFP for the Front End Processors and Associated Equipment, Software, and Support Services was released December 13, 1993. Bids are due January 31, 1994.

ITP

VII-10-102

An RFP for the Information Technology Partnership Competitive Acquisition, which will encompass the ADP support services program, will be released January 27, 1994.

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**TRANSPORTATION**

NDR

VII-11-038

The National Driver Register program was awarded September 3, 1993, to PRC Technology Solutions.

FAATSAT

VII-11-049

Bids for the Telecommunications Satellite System are due January 12, 1994. An award is expected in 3QFY94.

FEDCAC 106

VII-11-050

Bids for the Coast Guard Standard Workstation III project are due December 20, 1993. An award is expected in March 1994.

ADTN 2000

VII-11-055

The Agency Data Telecommunications Network 2000 program was awarded November 23, 1993, to GSI for \$23 million. It was protested by Sprint and GTE Government Systems.

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**EDUCATION**

FDLS

VIII-13-027

The Federal Direct Student Loans program was awarded December 20, 1993 to Control Data Systems Inc. for a lifetime value of approximately \$347 million.

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**NASA**

STASS

VIII-15-136

The Shuttle Training Aircraft Support Services program was awarded November 30, 1993, to Loral Aerospace Corporation for \$35 million.

VIII-15-107

The Base Operations Support program was awarded to EG&G October 29, 1993, for \$1.805 billion.

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**VETERANS AFFAIRS**

DMS

VIII-16-017

An award for the Document Management System was made August 12, 1993 to Doxsys, Inc. for \$4.2 million.

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**RTC**

WAN

VIII-38-001

The Nationwide Area Network program was awarded to IBM December 1, 1993, for \$7 million.



## Recent DPAs

### AIR FORCE

11/12/93 KMA-94-0032

Mr. Lloyd K. Moseman, II  
Deputy Assistant Secretary  
(Communications, Computers, and Support Systems)  
Department of the Air Force  
For the acquisition of resources consisting of regulated telecommunications services for the Castle Air Force Base, California.

This DPA responds to APR of 10/29/93.

11/12/93  
Department of the Air Force  
For the acquisition of resources consisting of regulated telecommunications services for the Pittsburgh International Airport, Pennsylvania.

This DPA responds to APR of 10/29/93.

11/12/93  
Department of the Air Force  
For the acquisition of resources consisting of regulated telecommunications services for Dobbins Air Force Base, Georgia.

This DPA responds to APR of 10/29/93.

11/12/93  
Department of the Air Force  
For the acquisition of resources consisting of regulated telecommunications services for Hurlburt Field, Florida.

This DPA responds to APR of 10/29/93.

11/12/93  
Department of the Air Force  
For the acquisition of resources consisting of regulated telecommunications services for the

Ballistic Missile Organization at Norton Air Force Base, California.

This DPA responds to APR of 10/29/93.

11/10/93 KMA-94-0031  
Department of the Air Force  
For the acquisition of resources consisting of regulated telecommunications services for the Richards-Gebaur Air Force Base, Missouri.

This DPA responds to APR of 10/29/93.

11/4/93 KMA-93-0538  
Department of the Air Force  
For the acquisition of resources, including hardware and software maintenance, upgrades, and support services for an existing Computer-Aided Engineering System located at the 4950th Test Wing facility at Wright-Patterson Air Force Base, Ohio.

This DPA responds to APR of 9/23/93.

11/12/93 KMA-94-0030  
Department of the Air Force  
For the acquisition of resources consisting of regulated telecommunications services for the Buckley Air National Guard Reserve Center at Aurora, Colorado.

This DPA responds to APR of 10/29/93.

### ARMY

11/22/93 KMA-82-0478(G)  
Mr. David Borland, Director  
United States Army Information Systems  
Selection and Acquisition Agency  
Department of the Army

*Continued on next page*

*DPAs . . . from page 5*

For the modification of DPA CPS-2-478 on 12/6/82 to acquire resources in support of the Department of the Army Minicomputers (DA MINIs) project.

This DPA responds to APR of 11/1/93. Approval is granted for a six-month contract from 4/1/94 through 9/30/94.

**11/29/93** KMA-94-0042

Department of the Army

For the acquisition of resources to support the Digital Storage and Retrieval Engineering Data System/Engineering Data Computer Assisted Retrieval System.

This DPA responds to APR of 10/21/93.

**11/30/93** KMA-94-0074

Department of the Army

For the acquisition of resources in support of the Department of Defense Telecommunications Inventory Project.

This DPA responds to APR of 11/23/93. The agency must ensure that EPA Energy Star requirements are addressed in the solicitation(s) issued under authority of this delegation.

**10/27/93** KMA-94-0027

Department of the Army

For the acquisition of resources in support of the Electromagnetic Environmental Test Facility (EMETF).

This DPA responds to APR of 10/20/93. The agency must ensure that EPA Energy Star requirements are addressed in the solicitation document(s).

**11/10/93** KMA-94-0008

Department of the Army

For the acquisition of resources to support the Internal Cable Distribution System (ICDS) and Cable Distribution System (CDS).

This DPA responds to APR of 10/6/93.

## AGRICULTURE

**11/12/93** KMA-92-0437(A)

Mr. Sidney L. Haggard, Chief,  
Telecommunications Policy Division  
Department of Agriculture

For an exception to the use of mandatory consolidated local telecommunications service (CLTS) for the Forest Service's Rocky Mountain Forest and Range Experiment Station, Southwest Forestry Sciences Complex, in Flagstaff, AZ.

This DPA is in reference to APR of 6/22/92 and DPA KMA-92-0437. USDA may either purchase the installed PBX from GSA or conduct a separate acquisition.

**11/8/93** KMA-94-0047

Department of Agriculture

For an exception to the mandatory use of the Consolidated Local Telecommunications Service (CLTS) for the U.S. Forest Service's Eastside Ecosystems Management Strategy Project Office in Walla Walla, Washington.

This DPA responds to APR of 11/4/93. The exception to the mandatory use of CLTS is limited to five years.

**11/4/93** KMA-90-0313(C)

Department of Agriculture

For the modification of DPA KMA-90-0313 on 8/7/90 to acquire resources in support of the Animal and Plant Health Inspection Service.

This DPA responds to APR of October 28, 1993.

**11/10/93** KMA-94-0020

Department of Agriculture

For an exception to the mandatory use of the consolidated local telecommunications service for the USDA Center Building in Stillwater, Oklahoma.



This DPA is in response to APR of 10/15/93. USDA agrees to manage the proposed telephone system and provide service to other government agencies at the location mentioned above.

## AID

11/26/93 KMA-94-0038

Mr. Barry Goldberg, Director,  
Information Resources Management (FA/IRM)  
Bureau for Management  
Agency for International Development  
For support services in Washington, DC, and approximately 100 missions of the Agency for International Development in less developed countries.

This DPA responds to APR of 10/25/93. GSA is selecting this high dollar, high visibility initiative for comprehensive review.

## DEFENSE

11/4/93 KMA-94-0040

Mr. Thomas P. Quinn, Deputy Assistant Secretary of Defense (C3I Acquisition)  
Office of the Assistant Secretary of Defense  
Department of Defense  
For the acquisition of support services in support of the Defense Information Systems Agency, Systems Engineering and Technical Assistance project.

This DPA responds to APR of 10/22/93.

11/26/93 KMA-94-0054

Department of Defense  
For the acquisition of maintenance and support services to support the Defense Medical Information Systems.

This DPA responds to APR of 11/9/93. A plan and milestones must be submitted for any follow-on acquisitions no later than six months before the expiration of the contract awarded under this DPA.

11/23/93

KMA-94-0060

Department of Defense  
For the acquisition of support services for the Defense Logistics Agency Defense Reutilization and Marketing Service Automated Information System.

This DPA responds to APR of 11/18/93.

11/8/93

KMA-93-0352(A)

Department of Defense  
For the modification of DPA KMA-93-0352 on 6/30/93 to acquire resources to support the Defense Information Systems Agency, Bulk Facsimile Acquisition Project.

This DPA responds to APR of 10/29/93.

11/24/93

KMA-94-0068

Department of Defense  
For the acquisition of hardware and maintenance services to support the Defense Logistics Agency, Defense Technical Information Center.

This DPA responds to APR of 11/17/93. A plan and milestones must be submitted for any follow-on acquisitions no later than six months before the expiration of the contract awarded under this DPA.

11/15/93

Lieutenant General Peter A. Kind, Director of Information Systems for Command, Control, Communications and Computers (DISC4)  
For the modification of DPA KMA-91-0456 on 9/30/91 to acquire telecommunications customer premise equipment and services to support the Department of Defense Telecommunications Modernization Project.

This DPA responds to APR of 9/21/93. Army has acquired resources from 7/1/93 without an approved DPA.

*Continued on next page*

*DPAs . . . from page 7*

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## ENERGY

11/23/93 KMA-92-0455(A)

Mr. Ronald E. Cone  
Office of Clearance and Support  
Office of Procurement and Assistance Management  
Department of Energy  
For the modification of DPA KMA-92-0455 on  
7/27/92 to acquire support services for the Office of  
Civilian Radioactive Waste Management.

This DPA responds to APR of 11/15/93. This APR  
was not submitted timely, and the supporting  
documentation and schedules were incomplete and  
out of date. GSA is modifying the DPA to satisfy  
this requirement for one month at the current rate of  
usage.

11/29/93 KMA-94-0043

Mr. Ronald E. Cone, Department of Energy  
To acquire telecommunications services and  
equipment for the Department of Energy's  
Headquarters Information Exchange System in  
Washington, DC, Germantown, MD, and satellite  
sites.

This DPA responds to APR of 11/1/93. The DPA is  
granted for a period not to exceed five years.

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## EPA

11/24/93 KMA-94-0062

Mr. Paul A. Wohlleben, Acting Director,  
Office of Information Resource Management  
(PM-211)  
Environmental Protection Agency  
For the acquisition of resources in support of the  
Environmental Protection Agency Information  
Technology Architecture.

This DPA responds to APR of 11/16/93. The agency  
must ensure that EPA Energy Star Requirements are  
addressed in the solicitation(s) issued under this  
delegation.

---

## FCC

11/29/93 KMA-94-0055

Mr. John F. Bopp, Jr.  
Chief, IRM Planning and Solutions Branch  
Federal Communications Commission  
For the acquisition of personal computer and local  
area network equipment.

This DPA responds to APRs of 11/2/93 and  
11/19/93.

---

## HHS

11/4/93 KMA-91-0244(B)

Mr. Thomas F. Joyce  
Director, Division of IRM Approvals  
Department of Health and Human Services  
For the modification of DPA 91-0244(A) on 1/9/92  
to acquire resources in support of the National  
Library of Medicine.

This DPA responds to APR of 10/28/93.

11/24/93 KMA-92-0031(D)

Department of Health and Human Services  
For the modification of DPA KMA-92-0031 on  
11/15/91 acquire the Public Health Services'  
Telecommunications Improvement Project.

This DPA responds to APR of 10/25/93.

11/2/93 KMA-93-0003(B)

Department of Health and Human Services  
For the modification of DPA KMA-93-0003(A) on  
11/18/92 to acquire support services for the  
National Institutes of Health.

This DPA responds to APR of 10/15/93.

11/29/93 KMA-94-0065

Department of Health and Human Services  
For the acquisition of software maintenance services  
for the Health Care Finance Administration's  
Network Data Mover software.



This DPA responds to APR of 11/18/93.

**11/23/93** KMA-92-0508(A)

Department of Health and Human Services  
For the modification of DPA KMA-92-0508 on  
8/12/92 to acquire support services for the Social  
Security Administration.

This DPA responds to APR of 11/17/93.

**11/8/93** KMA-94-0045

Department of Health and Human Services  
For the acquisition of support services for the  
National Institute of Health's PROPHET II project.

This DPA responds to APR of 10/27/93.

**11/29/93** KMA-94-0071

Department of Health and Human Services  
For the acquisition of support services for the Public  
Health Services' Food and Drug Administration.

This DPA responds to APR of 11/18/93.

**10/19/93** KMA-94-0011

Mr. Thomas F. Joyce  
For the acquisition of resources for the Substance  
Abuse and Mental Health Services Administration of  
the Public Health Service.

This DPA responds to APR of 10/6/93.

---

## INTERIOR

**11/18/93** KMA-94-0013

Mr. James Dolezal  
Chief, Division of Telecommunications  
Systems, IRM M.S. 5312  
Department of the Interior  
For an exception to the mandatory use of the GSA  
Consolidated Local Telecommunications Service for  
the Bureau of Land Management at 3800 Pegasus  
Road, Bakersfield, California.

This DPA is an additional response to Interior's  
request of 11/2/93. Approval is granted for a period

of five years for the acquisition and installation of a  
telephone system.

---

## JUSTICE

**11/29/93** KMA-94-0057

Mr. Charles R. Neill  
Director, Systems Policy Staff  
Justice Management Division  
Department of Justice  
For Support Services for Immigration and  
Naturalization Services' Information Technology  
Partnership (ITP) Project.

This DPA responds to APR of 11/5/93. GSA  
selected this high dollar, high visibility information  
system initiative for comprehensive review.

**11/2/93**

Department of Justice  
To acquire telecommunications resources for the  
Department of Justice (DOJ) for the Federal Bureau  
of Investigation.

This DPA responds to APR of 10/13/93. GSA is  
delegating authority to enter into a contract for a  
period not to exceed 10 years.

---

## LABOR

**11/15/93** KMA-93-0406(A)

Ms. Michelle P. Ouellet, Acting Chief  
Office of Acquisition Integrity  
Department of Labor  
For the modification of DPA KMA-93-0406 on  
7/21/93 to acquire resources to support the  
Employment Training Administration's  
Computerized Property Management System.

This DPA responds to APR of 11/15/93.

*Continued on next page*

*DPAs . . . from page 9*

## NASA

10/28/93 KMA-94-0028

Ms. Eva L. Layne  
Acting Chief, IRM Policy and  
Acquisition Management Office  
National Aeronautics and Space  
Administration Headquarters, Code JTD  
For the acquisition of support services for the  
Goddard Institute for Space Studies in New York,  
New York.

This DPA responds to APR of 10/21/93.

11/24/93 KMA-94-0072

National Aeronautics and Space  
Administration Headquarters, Code JTD  
For the acquisition of resources for Scientific  
Computer Systems Operations and Technical  
Support.

This DPA responds to APR of 11/22/93.

10/28/93 KMA-94-0029

National Aeronautics and Space  
Administration Headquarters, Code JTD  
For the acquisition of resources to support  
requirements at Ames Research Center.

This letter responds to APR of 10/21/93.

11/24/93 KMA-94-0073

National Aeronautics and Space  
Administration Headquarters, Code JTD  
For the acquisition of resources for use at Marshall  
Space Flight Center and other National Aeronautics  
and Space Administration (NASA) installations.

This DPA responds to APR of 11/23/93. The agency  
must ensure that EPA Energy Star requirements are  
addressed in the solicitation issued under authority  
of this delegation.

## NAVY

1/3/93 DPA KMA-89-0339(F)

Rear Admiral J. G. Hekman, Commander Naval  
Information Systems Management Center  
Department of the Navy

To modify the Department of the Navy's Computer  
Aided Design/Computer Aided Manufacturing  
Second Acquisition Program's DPA.

This modification affects the Naval Facility  
Engineering Command's portion of the CAD-2  
program. Specifically, this DPA modifies the initial  
conditions for its use, on a nonmandatory basis, by  
other Federal agencies.

11/17/93 KMA-91-0274(C)

Department of the Navy  
To modify the Department of the Navy's Database  
Machine Project's DPA.

This DPA modifies the initial conditions for its use,  
on a nonmandatory basis, by other Federal agencies.

11/10/93 KMA-93-0483(A)

Department of the Navy  
For the acquisition of resources for hardware and  
software maintenance services in support of the  
Technical Manual Print on Demand Systems  
(TMPODS), at the Defense Printing Service  
Detachment Branch Office in Philadelphia,  
Pennsylvania.

This action modifies the previous case number to  
KMA-93-0483.

10/1/93 KMA-93-0539

Department of the Navy  
For the acquisition of resources for the Department  
of the Navy's Program Executive Office for  
Undersea Warfare and its nine subordinate program  
offices.

This DPA responds to APR of 9/9/93.



**10/6/93**

KMA-93-0543

Department of the Navy

For the acquisition of resources necessary to maintain current hardware at the Uniform Automated Data Processing Systems Level II Navy locations around the world.

This DPA responds to APR of 8/6/93.

**11/4/93**

KMA-94-0007

Department of the Navy

For the acquisition of support services for the Defense Printing Service.

This DPA responds to APR of 9/29/93. This DPA allows services to be acquired until 5/8/94, or when the follow-on contract is awarded, whichever occurs first.

**11/30/93**

KMA-93-0001(A)

Department of the Navy

For modification of DPA KMA-93-0001 on 11/27/92 for the continued lease of a PBX switch at Jacksonville Naval Air Station, Florida.

This DPA responds to APR of 11/22/93. GSA is modifying the DPA by reducing the contract life, decreasing the contract cost and changing the contracting officer.

**11/10/93**

KMA-94-0018

Department of the Navy

For the acquisition of the necessary resources to acquire support services to manage, engineer and operate the Reserve Command Management Information Strategy project.

This DPA responds to APR of 10/8/93.

**11/23/93**

KMA-94-0059

Department of the Navy

For the acquisition of support services for the Naval Sea Systems Command, Naval Sea Logistics Center, Mechanicsburg, PA.

This DPA responds to APR of 11/10/93.

---

## NRC

**11/3/93**

KMA-94-0015

Mr. Hugh L. Thompson, Jr., Deputy Executive Director for Nuclear Materials Safety Safeguards and Operations Support

United States Nuclear Regulatory Commission

For the acquisition of resources in support of the Nuclear Regulatory Commission regional offices and the Headquarters Operational Center.

This DPA responds to APR of 10/14/93 and consolidates DPAs KMA-87-0140(D), KMA-88-0061(B), KMA-88-0066(B), KMA-88-0067(B), KMA-90-0444(B), and KMA-91-0064(B).

**11/22/93**

KMA-93-0099(A)

Nuclear Regulatory Commission

For the modification of DPA KMA-93-0099 on 2/3/93 to acquire resources in support of accounting and financial systems.

This DPA responds to APR of 11/2/93.

---

## OPM

**11/10/93**

KMA-94-0050

Mr. Alfred F. Chatterton III

Assistant Director Procurement

Office of Personnel Management

For the acquisition of resources in support of the Office of Personnel Management, Macon Data Processing Center.

This DPA responds to APR of 11/8/93.

*Continued on next page*

*DPAs . . . from page 11*

## STATE

**11/3/93** KMA-93-0218(A)

Mr. John E. Clark, Deputy Assistant Secretary  
for Information Management  
Department of State

For the modification of DPA KMA-93-0218 on  
5/3/93 to acquire programming and technical  
support for the Information Resources Management  
Division.

**11/29/93** KMA-94-0048

Department of State  
For the acquisition of software support services for  
the Bureau of Administration.

This DPA responds to APR of 10/29/93.

## TRANSPORTATION

**11/9/93** KMA-93-0537

Ms. Cynthia C. Rand, Director, Office of  
Information Resource Management  
Department of Transportation  
For the acquisition of the Operational Support  
Services in support of the Federal Aviation  
Administration's National Airspace System Program.

This DPA responds to APR of 9/15/93. GSA has  
selected the Operational Support Services for FAA's  
National Airspace System Program for a  
comprehensive review.

**11/4/93**

Department of Transportation  
For support services for the Federal Aviation  
Administration's (FAA's) Technical Support  
Services  
Contract (TSSC) II project to support FAA's nine  
regions and the Aeronautical and Technical Centers  
for construction/modification of facilities and  
installation of the National Airspace System Plan.

This DPA responds to APR of 10/18/93. GSA has  
selected the TSSC II project for a comprehensive  
review.

**11/3/93**

KMA-94-0006

Department of Transportation  
For resources in support of the United States Coast  
Guard's Vessel Traffic Services 2000 Program.

This DPA responds to APR on 9/15/93. This DPA is  
granted under the Trail Boss Program.

## TREASURY

**11/23/93**

KMA-90-0080(C)

Mr. Stephen N. Bryant, Acting Director  
Department of the Treasury  
For the modification of DPA KMA-90-0080 on  
2/9/90 to acquire resources to support the Internal  
Revenue Service's (IRS) Automatic Call Distributors  
(ACD) Project.

This DPA responds to APR of 9/14/93. GSA  
determined that changes in ACD locations and the  
completion of upgrades under this DPA are within  
Treasury's delegated authority.

**10/29/93**

KMA-88-0512A

Department of the Treasury  
For the modification of DPA KMA-88-0512 on  
10/28/88 to acquire resources for the U.S. Mint's  
Distributed Information Systems Network.

This DPA responds to APR of 9/24/93.

**11/3/93**

KMA-94-0013

Department of Treasury  
For an exception to the mandatory use of the  
consolidated local telecommunications service for  
the Internal Revenue Service, at 1001 South 1200  
West, Ogden, Utah.

This DPA responds to APR of 10/14/93. The  
request for exception is approved for a period of five  
years.



## Recent Library Acquisitions

**Department: GAO**

Document Title: Communications Privacy- Federal Policy

Document Type: GAO REPORT

INPUT Reference #: 1105.09

**Department: GAO**

Document Title: Financial Management - Inadequate Control

Document Type: GAO REPORT

INPUT Reference #: 1105.09

**Department: GAO**

Document Title: High Speed Ground Transportation

Document Type: GAO REPORT

INPUT Reference #: 1105.09

**Department: GAO**

Document Title: Social Security - Increasing Number of Claims

Document Type: GAO REPORT

INPUT Reference #: 1105.09

**Department: GAO**

Document Title: Money Laundering - Progress Report

Document Type: GAO REPORT

INPUT Reference #: 1105.09

**Department: GAO**

Document Title: FDIC - Liquidation of Failed Bank Assets

Document Type: GAO TESTIMONY

INPUT Reference #: 1105.09

**Department: GAO**

Document Title: Social Security Administration - Need to Act Now

Document Type: GAO TESTIMONY

INPUT Reference #: 1105.09

**Department: GAO**

Document Title: Technology Transfer - Improving Incentives

Document Type: GAO TESTIMONY

INPUT Reference #: 1105.09

**Department: Transportation**

Document Title: En Route Software Development and Support

Related PAR: VII-11-067

RFP #: DTFA0194R17307

Document Type: RFP

INPUT Reference #: 24238

Document Title: Senate Bill 1587 Federal Acquisition Streamlining

Document Type: REFERENCE DOCUMENT

INPUT Reference #: 01810

**Department: NASA**

Document Title: Management and Administrative Services

Document Type: CONTRACT

INPUT Reference #: 32180.014

Contractor: TADCORPS/TRACOR

Contract #: NASW4321

**Department: NASA**

Document Title: ENGINEERING, ADMIN, MANAGERIAL SERVICES

Document Type: CONTRACT

INPUT Reference #: 32180.015

Contractor: IDEA INC.

Contract #: NASW4356

**Department: NASA**

Document Title: Technical, Administrative, & General Support

Document Type: CONTRACT

INPUT Reference #: 32180.016

Contractor: General Research Corporation

Contract #: NASW4470

*Continued on next page*

*Acquisitions . . . from page 13***Department: NASA**

Document Title: COMMUNICATIONS AND  
INFORMATION SYSTEM TECHNICAL

Document Type: CONTRACT

INPUT Reference #: 32180.017

Contractor: FUTRON CORP

Contract #: NASW4493

**Department: Defense**

Document Title: AFTAC

Document Type: CONTRACT

INPUT Reference #: 32024.007

Contract #: DCA20092C0039

**Department: NASA**

Document Title: Cosmic Background Explorer  
Support Services

Document Type: CONTRACT

INPUT Reference #: 32189.013

Contractor: General Sciences Corp.

Contract #: NAS530750

**Department: NASA**

Document Title: Mass Data Storage and Delivery  
System

Document Type: CONTRACT

INPUT Reference #: 32189.013

Contract #: NAS537000

**Department: EPA**

Document Title: Agency Wide Library and Records  
Management

Document Type: RFP W900514-A2

INPUT Reference #: 32070.005

**Department: EPA**

Document Title: Technical and Operational Support  
Services

RFP #: W902404-A3

Document Type: CSC PROPOSAL

INPUT Reference #: 32070.006

**Department: EPA**

Document Title: Information Technology  
Architectural Support

RFP #: WA 87-D075

Document Type: RFP, TASK ORDER,  
PROPOSAL

INPUT Reference #: 32070.007

Contractor: Viar Co.

**Department: HHS**

Document Title: FY94-FY98 IRM 5-Year Plan

Document Type: IRM PLAN

INPUT Reference #: 1211

**Department: Air Force**

Document Title: Base Level System Modernization  
(BLSM II)

Related PAR: V-01-206

Document Type: DRAFT RFP

**Department: Justice**

Document Title: BOPNet

Related PAR: VII-10-037

RFP #: JADP017

Document Type: RFP, BML, AMENDMENT,  
INPUT Reference #: 16007.01

**Department: Justice**

Document Title: ADP Hardware and Software

Related PAR: VII-10-092

RFP #: MS93R0049

Document Type: RFP, AMENDMENTS

INPUT Reference #: 16302

**Department: Federal Emergency Management**

Document Title: Technical Support Services

Document Type: CONTRACT

INPUT Reference #: 32126.001

Contractor: Computer Sciences Corporation

Contract #: EMW89C3020

**Department: GAO**

Document Title: U.S. Army and Marine Corps  
Issues of Allegation

Document Type: GAO TESTIMONY

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Tax Administration - IRS' New  
Business Vision



Document Type: GAO TESTIMONY

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Medicare - Adequate Funding and Better Oversight

Document Type: GAO TESTIMONY

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Social Security - Sustained Effort Needed

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Classified Information - Costs of Protection

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Computer Matching

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Budget Issues - Assessing Executive Order 12837

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Budget Issues - Incorporating an Investment

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Battlefield Automation - Army Determines Priorities

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Minimizing Friendly Fire - Long-term Solution

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Contract Pricing - DOD's Truth in Negotiations

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Reports and Testimony October 1993

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Management Reform - GAO Comments of NPR Recommendations

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: Army**

Document Title: CECOM Independent Verification and Validation

Document Type: CONTRACT

INPUT Reference #: 32021.022

Contractor: Intermetric

Contract #: DAAB0790DB802

**Department: Air Force**

Document Title: Lessons Learned From Desktop IV and TMAC

RFP #: TWO VOLUMES

Document Type: REFERENCE

INPUT Reference #: 01811

This newsletter is issued as part of INPUT's Federal Technology Market Program.  
If you have questions or comments on this profile, please call your local INPUT organization or  
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  - Forecasts
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# Federal Newsletter

A Publication from INPUT's Federal Procurement Analysis Reports Service

Vol. II, No. 2

February 1994

## It All Comes Down to Dollars and Cents

### RESEARCHER'S CORNER

*By Jeff West*

The GSA's Financial Management Systems Software schedule is likely to become a hot ticket over the next several years.

Currently, the industry estimates the market size to be between \$20 and \$50 million, annually. The Federal financial management requirements are set by the Joint Financial Management Improvement Program (JFMIP) out of the Treasury Department. The basic requirements are Budget Execution/Funds Control, Accounts Payable/Disbursements, Accounts Receivable, Cost Allocation/Accumulation and Reporting Functions.

INPUT predicts a dramatic increase in spending through electronic commerce over the next several years. Along with this increased spending, comes an increased accountability of the accuracy of the electronic data interchanged.

*(Continued on page 2)*

## INPUT Notes

### INPUT Breakfast

INPUT's next breakfast is scheduled for the week of March 14th. You will receive an invitation and registration form in mid-February 1994. The breakfast will be at the Tysons Corner Marriott and the topic will be the "Federal Health Care Market."

### Contract Award

Department of Education

The Federal Direct Student Loans (FDSL) program contract was awarded December 20, 1993 to Computer Data Systems, Inc. INPUT regrets the error in the January issue of the *INPUT Federal Newsletter*.

### IN THIS ISSUE:

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*Dollars and Cents...from page 1*

The FMSS schedule is currently in the hands of six companies: American Management Systems, Inc., Computer Data Systems, Inc., ICF Information Technology, Inc., KPMG Peat Marwick, Orion Microsystems, Inc. and Walker Interactive Systems.

Exhibit 1

**Schedule Contractors and Installed Sites**

Company	No. of Sites
AMS	33
CDSI	7
ICF	7
KPMG	11
Walker	9
Orion	*

\* Orion was unable to provide data at this time.

Source: Federal Agency Guide to Financial Management Software, June 1992

The market is currently dominated by mainframes. However, Oracle, who has been trying to gain a position on the schedule, hopes to offer a financial management product for the client/server environment. In response to Oracle's predicted movement into the marketplace, current schedule holders are also developing client/server products.

In a move by the administration, the National Performance Review (NPR) and recent GAO reports have called for stricter financial controls. The NPR specifically states, "Vastly improved financial management is critical to the overall effort to reform government." It cites three primary reasons:

- Small improvements in managing funds could recover billions
- Accurate and timely information will greatly aid agency decision makers
- Better management will present a more accurate picture of the federal budget

INPUT believes the heightened attention from the current administration, increased competition driving down prices and new products for the client/server environment will result in new opportunities for vendors in the financial management systems market.

## January Procurement Highlights

### AIR FORCE

ICASE

V-01-145

The Air Force cancelled the award to Lockheed. The Logicon protest was denied by GSBCA. INPUT speculates the Air Force will request BAFOs before reawarding the contract.

### ARMY

BMIS

V-02-097

The Budget Management Information System Support Services program was awarded in September 1993 to General Research Corp. for \$5.2 million.



---

**NAVY****CALS IUSS II** V-03-125

The RFP for Phase II of the Computer-aided Acquisition Logistics Support Network for the Integrated Undersea Surveillance System was released on November 5, 1993. Bids were due on December 6, 1993 and an award is expected in March 1994.

**ILS** V-03-137

The Integrated Logistics Support contract was awarded to ARIS for \$8.4 million.

**TAC-IV** V-03-138

Bids for the Tactical Advanced Computers 4 program are due on February 28, 1994.

---

**DEFENSE**

V-04B-005

The GFE Scientific Computing Modernization program was awarded on September 30, 1993 to Cray Research for \$14 million.

**MAPP** V-04C-001

The RFP for the Modern Aids to Planning Program Enhancement Follow-on was released on December 3, 1993. Bids were due on January 10, 1994.

**DISN ISC** V-04G-036

A Draft RFP for the Defense Information Systems Network Integration Support Contract was released on February 2, 1994. The Final RFP is expected in 3QFY94.

---

**COMMERCE****SETA** VI-06-047

The Systems Engineering and Technical Assistance assistance RFP has been cancelled. The services will be acquired through other contracts.

**HHS** VII-08-042

The RFP for the HCFA Data Center Facility Management Services program will be released in February 1994. An award will be made in September 30, 1994. This program is a Small Business Set-Aside.

VII-08-091

The Social Security Administration will release two RFPs for Maintenance Service for ADP Equipment. One will be for the Washington/Baltimore region (VII-08-089) and will be a Small Business Set-aside. The other will be nationwide (VII-08-091). Both RFPs are expected in February, 1994.

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**INTERIOR**

VII-09-037

The USGS Geographic Information Systems program has been cancelled.

**MEDS** VII-09-038

An RFC for the Modernization Engineering and Development Support program was released on December 20, 1993. The Final RFP is expected in February 1994.

**OSS** VII-09-042

The OMNIBUS Software Support program is being encompassed by the MEDS program, PAR VII-09-038.

---

**JUSTICE****JCON SI** VII-10-052

Bids for the Justice Consolidated Office Network Systems Integration program are due on March 8, 1994. An award is expected in 3QFY94.

VII-10-093

The RFP for the Fingerprint Image Conversion Operation was released on December 30, 1993. Bids are due on March 15, 1994.

**NCJRS** VII-10-101

The RFP for the National Criminal Justice Reference Service program was released on January 7, 1994. Bids are due on March 2, 1994. INPUT has obtained a copy of Aspen Systems' current contract.

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**TREASURY****TIPSS** VII-12-091

The Treasury Information Processing Support Services RFP was released on January 12, 1994. Bids are due on March 1, 1994.

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**VA****VBA MOD** VIII-16-011

Bids for the Stage II portion of this program are due on February 23, 1994.

**VAATS** VIII-16-032

The RFP for the Veterans Automated Assistance Telephone System program will be released in March 1994.

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**NASA**

VIII-15-095

The White Sands Test Facility Site Support program was awarded on December 10, 1993 to Allied Signal for \$163 million.

**Recent DPAs**

**AGRICULTURE**

1/7/94 KMA-94-0114

Mr. John K. Campbell  
Acting Chief  
Procurement Policy Division  
Office of Operations  
Department of Agriculture  
For the acquisition of resources in support of the Farmers Home Administration.

This DPA responds to an APR of 12/22/93.

1/3/94 KMA-94-0113

Mr. John K. Campbell  
Acting Chief  
Procurement Policy Division  
Office of Operations  
Department of Agriculture  
For the acquisition of resources in support of the Food and Nutrition Service.

This DPA responds to an APR of 12/22/93.



**1/4/94** KMA-94-0087  
 Mr. Sidney L. Haggard  
 Chief, Telecommunications Division  
 Department of Agriculture  
 Telecommunications Service for the Forest  
 Service Office in Hamden, Connecticut.

This DPA responds to an APR of 12/1/93.  
 The delegation is for a period not to exceed  
 five years.

**1/4/94** KMA-94-0086  
 Mr. Sidney L. Haggard  
 Chief, Telecommunications Division  
 Department of Agriculture  
 For an exception to the mandatory use of  
 the Consolidated Local  
 Telecommunications Service for the  
 Farmers Home Administration Office in  
 Champaign, Illinois.

This DPA responds to an APR of 12/1/93.  
 The delegation is for a period not to exceed  
 five years.

**12/7/93** KMA-90-0042(B)  
 Mr. John P. Kratzke  
 Director, Office of Operations  
 Department of Agriculture  
 For the modification of DPA KMA-90-  
 0042(A) of 12/22/89, and modified on  
 7/30/92 to acquire resources in support of  
 the Forest Service.

This DPA responds to the APR of 11/24/93.

**1/4/94** KMA-94-0085  
 Mr. Sidney L. Haggard  
 Chief, Telecommunications Division  
 Department of Agriculture  
 For an exception to the mandatory use of  
 the Consolidated Local

Telecommunications Service for the  
 Farmers Home Administration Office in  
 Indianapolis, Indiana.

This DPA responds to an APR of 12/1/93.  
 The delegation is for a period not to exceed  
 five years

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## AIR FORCE

**12/7/93** KMA-94-0066  
 Lieutenant Colonel Raymond J. Brylski  
 Assistant for Communications  
 and Computers, SAF/AQKC  
 1060 Air Force Pentagon  
 For the acquisition of resources to provide  
 license access to the Federal Legal  
 Information Through Electronics database  
 system.

This DPA responds to an APR of 11/10/93.

**12/29/93** KMA-94-0094  
 Lieutenant Colonel Raymond J. Brylski  
 Assistant for Communications  
 and Computers, SAF/AQKC  
 1060 Air Force/Pentagon  
 For the acquisition of support services for  
 the Wright Laboratory at Wright-Patterson  
 Air Force Base, Ohio.

This letter responds to an APR of 12/8/93.

**1/7/94**  
 Lieutenant Colonel Raymond J. Brylski  
 Assistant for Communications  
 and Computers, SAF/AQKC  
 1060 Air Force Pentagon  
 For the modification of DPA KMA-91-0159  
 of 1/29/91 to acquire resources under the  
 Air Force Minicomputer Multiuser Systems  
 contract.

This DPA responds to the APR of 12/20/93.  
It covers continued acquisition of  
maintenance services through 8/22/94.

**12/7/93** **KMA-94-0066**  
Lieutenant Colonel Raymond J. Brylski and  
Assistant for Communications  
and Computers, SAF/AQKC  
1060 Air Force Pentagon  
For the acquisition of resources to provide  
license access to the Federal Legal  
Information Through Electronics database  
system.

This DPA responds to an APR of 11/10/93.

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## **ARMY**

**12/15/93** **KMA-92-0462(A)**  
Mr. David Borland  
Director  
United States Army Information Systems  
Selection and Acquisition Agency  
Department of the Army  
For the modification of DPA KMA-92-0462  
on 7/29/92 to acquire resources in support  
of the Army Recruiting Command Central  
Computer System (ARC3S).

This DPA responds to the APR of 12/6/93.

**1/13/94** **KMA-88-0339(C)**  
Mr. David Borland  
Director  
United States Army Information Systems  
Selection and Acquisition Agency  
Department of the Army  
For the modification of DPA KMA-88-  
0339B of 3/24/92 to acquire resources in  
support of the Army Recruiting and  
Accession Data System project.

This DPA responds to an APR of 1/6/94.

**12/28/94** **KMA-92-142(A)**  
Mr. David Borland  
Director  
United States Army Information Systems  
Selection and Acquisition Agency  
Department of the Army  
For the modification of DPA KMA-92-0142  
provided on 3/4/92 to acquire resources to  
support the Micro-Computer Aided Cost  
Engineering System (MCACES).

This DPA responds to the APR of 12/17/93.

**12/10/93** **KMA-92-0522(B)**  
Mr. David Borland  
Director  
United States Army Information Systems  
Selection and Acquisition Agency  
Department of the Army  
For the modification of DPA KMA-92-0522  
on 8/28/92 to acquire software maintenance  
resources in support of the Army Standard  
Information Management Systems  
Executive Software Maintenance Support  
Services (ASIMS-ESMSS) project.

This DPA responds to the APR of 12/7/93.

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## **DEFENSE**

**12/2/93** **KMA-94-0053**  
Mr. Thomas P. Quinn  
Deputy Assistant Secretary of Defense  
(C3I Acquisition)  
Office of the Assistant Secretary of Defense  
Department of Defense  
For the acquisition of hardware, software  
and services to support the Defense  
Information Systems Agency's Multiple  
Virtual Systems Conversion Project.

This DPA responds to an APR of 11/8/93.  
Plan for any follow-on acquisitions must be



submitted no later than six months before the expiration of the contract.

**1/11/94** **KMA-93-0512A**  
 Mr. Thomas P. Quinn  
 Deputy Assistant Secretary of Defense  
 (C3I Acquisition)  
 Office of the Assistant Secretary of Defense  
 Department of Defense  
 For the modification of DPA KMA-93-0512  
 of 9/29/93 to acquire resources to support  
 the Integrated Automated Travel System.

This DPA responds to the APR of 12/30/93.

**1/5/94** **KMA-94-0088**  
 Mr. Thomas P. Quinn  
 Deputy Assistant Secretary of Defense  
 (C3I Acquisition)  
 Office of the Assistant Secretary of Defense  
 Department of Defense  
 For the acquisition of software to support  
 the Defense Information Technology  
 Service Organization Centers.

This DPA responds to an APR of 12/7/93.  
 This DPA does not authorize DoD to exceed  
 the maximum ordering limitation for any  
 GSA MAS contract.

**12/10/93** **KMA-92-0341A**  
 Mr. Thomas P. Quinn  
 Deputy Assistant Secretary of Defense  
 (C3I Acquisition)  
 Office of the Assistant Secretary of Defense  
 Department of Defense  
 For the modification of DPA KMA-92-0341  
 on 5/11/92 for the Department of the Army  
 to acquire maintenance resources to  
 support the Army Installation Processing  
 Center Equipment Maintenance  
 (AIPC/MAINT) project.

This DPA responds to the APR of 12/7/93.

**12/9/93** **KMA-93-0115A**  
 Mr. Thomas P. Quinn  
 Deputy Assistant Secretary of Defense  
 (C3I Acquisition)  
 Office of the Assistant Secretary of Defense  
 Department of Defense  
 For the modification of DPA KMA-93-0115  
 on 3/9/93 to acquire maintenance resources  
 to support the Army Installation  
 Processing Centers Network.

This DPA responds to the APR of 12/7/93.  
 Responsibility of this delegation was  
 transferred from Army to DISA, Defense  
 Information Services Agency.

**12/14/93** **KMA-91-0312A**  
 Mr. Thomas P. Quinn  
 Deputy Assistant Secretary of Defense  
 (C3I Acquisition)  
 Office of the Assistant Secretary of Defense  
 Department of Defense  
 For the modification of DPA KMA-91-0312  
 on 7/23/91 for the Defense Information  
 Systems Agency to acquire services to  
 support the DISA Information  
 Management System.

This DPA responds to the APR of 12/7/93.

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## EDUCATION

**12/21/93** **KMA-93-0308(A)**  
 Mr. Cary Green  
 Director  
 Information Resources Management  
 Service  
 Department of Education  
 For the modification to the acquisition of  
 the Federal Direct Student Loan Program  
 System (FDSLPS).

This DPA responds to an APR of 12/14/93.

**1/3/94** KMA-88-0064(B)  
Mr. Cary Green  
Director  
Information Resources Management  
Service  
Department of Education  
For the modification to the Office  
Automation Support Services Contract.

This DPA responds to an APR of 12/14/93.

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## **ENERGY**

**12/21/93** KMA-92-0473(A)  
Mr. Ronald E. Cone  
Office of Clearance and Support  
Office of Procurement and  
Assistance Management  
Department of Energy  
For the modification of DPA KMA-92-0473  
on 7/28/92 to acquire support services for  
the Department of Energy's Office of  
Civilian Radioactive Waste Management.

This DPA responds to the APR of 12/10/93.

**12/21/93** KMA-92-0455(B)  
Mr. Ronald E. Cone  
Office of Clearance and Support  
Office of Procurement and  
Assistance Management  
Department of Energy  
For the modification of DPA KMA-92-0455  
on 7/27/92 and modified by DPA KMA-92-  
0455(A) on 11/23/93 to acquire support  
services for the Department of Energy's  
(DOE's) Office of Civilian Radioactive  
Waste Management (OCRWM).

This DPA responds to the APR of 12/10/93.

**12/15/93** KMA-93-0292(A)

Mr. Ronald E. Cone  
Office of Clearance and Support  
Office of Procurement and  
Assistance Management  
Department of Energy  
For the modification of DPA KMA-93-0292  
on 6/3/93 to acquire support services for the  
Office of Information Technology Services  
and Operations.

This DPA responds to the APR of 12/1/93.

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## **EPA**

**1/6/94** KMA-91-0172(A)  
Mr. Alvin Pesachowitz  
Director  
Office of Information  
Resource Management (PM-211)  
Environmental Protection Agency  
For the modification of DPA KMA-91-0172  
of 3/20/91 to acquire resources in support of  
the High Performance Computer initiative.

This DPA responds to the APR of 12/17/93.

**12/6/93** KMA-94-0004(A)  
Mr. Paul Wohlleben  
Deputy Director  
Office Of Information  
Resource Management (PM-211)  
Environmental Protection Agency  
For modification to DPA KMA-94-0004 for  
resources in support of the Office of  
Research and Development.

GSA has selected this acquisition for  
comprehensive review.



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**GSA**

**12/8/93** KMA-94-0078  
 Judith A. Parks  
 Assistant Commissioner  
 Office of GSA Information Systems (KG)

For the acquisition of office automation and local area network (LAN) technical support services.

This DPA responds to an APR of 11/23/93.

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**HHS**

**12/14/93** KMA-93-0241(A)  
 Mr. Thomas F. Joyce  
 Director, Division of IRM Approvals  
 Department of Health and Human Services  
 For the modification of DPA KMA-93-0241 on 5/20/93 to acquire support services for the Food and Drug Administration's Strategic Information Systems.

This DPA responds to an APR of 12/6/93.

**12/14/93** KMA-91-0498(B)  
 Mr. Thomas F. Joyce  
 Director, Division of IRM Approvals  
 Department of Health and Human Services  
 For the modification of DPA KMA-91-0498 on 10/25/91 to acquire software licenses, maintenance and support services for the Centers for Disease Control and the Agency for Toxic Substances and Disease Registry.

This DPA responds to an APR of 8/3/92.

**12/14/93** KMA-94-0063  
 Mr. Thomas F. Joyce  
 Director, Division of IRM Approvals  
 Department of Health and Human Services

For the acquisition of Peer Review Organization support services for the Department of Health and Human Services' Health Care Finance Administration.

This DPA responds to an APR of 11/18/93. This delegation provides authority only for continuation of current resources support services through FY1998.

**1/3/94** KMA-93-0327(A)  
 Mr. Thomas F. Joyce  
 Director, Division of IRM Approvals  
 Department of Health and Human Services  
 For the modification of DPA KMA-93-0327 of 7/1/93 to acquire support services for the Social Security Administration.

This DPA responds to the APR of 12/22/93.

**1/12/94** KMA-92-0319(A)  
 Mr. Thomas F. Joyce  
 Director, Division of IRM Approvals  
 Department of Health and Human Services  
 For the modification of DPA KMA-93-0241 of 5/13/92 to acquire software maintenance and associated support services for the Food and Drug Administration's computer operations nationwide.

This DPA responds to an APR of 12/6/93.

**1/10/94** KMA-94-0120  
 Mr. Thomas F. Joyce  
 Director, Division of IRM Approvals  
 Department of Health and Human Services  
 For the acquisition of support services for software development activities for the National Institutes of Health/National Library of Medicine.

This DPA responds to an APR of 12/30/93.

**12/14/93**

**KMA-94-0064**

Mr. Thomas F. Joyce  
Director, Division of IRM Approvals  
Department of Health and Human Services  
For the acquisition of End Stage Renal  
Disease Network contracts support services  
for the Health Care Finance  
Administration.

This DPA responds to an APR of 11/18/93.  
This delegation provides authority only for  
continuation of current resources support  
services through FY1998.

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## **JUSTICE**

**12/9/93**

**KMA-93-0495(A)**

Mr. Charles R. Neill  
Director  
Systems Policy Staff  
Justice Management Division  
Department of Justice  
For the modification of DPA KMA-93-0495  
on 9/16/93 to acquire services in support of  
Immigration and Naturalization Service  
nationwide.

This DPA responds to the APR of 11/30/93.  
It grants approval to exercise the first  
three-month option of the contract.

**12/1/93**

**KMA-94-0044**

Mr. Charles R. Neill  
Director  
Systems Policy Staff  
Justice Management Division  
Department of Justice  
For an exception from the use of GSA's  
mandatory consolidated local  
telecommunications services located in  
Tampa, Florida.

This DPA responds to an APR of 1/26/93.  
The new service shall have operational  
compatibility with the FTS2000 intercity  
voice network.

**12/30/93**

**KMA-93-0024(A)**

Mr. Charles R. Neill  
Director  
Systems Policy Staff  
Justice Management Division  
Department of Justice  
For the modification of DPA KMA-93-0024  
of 11/24/92 to acquire support services for  
the Federal Bureau of Investigation.

This DPA responds to the APR of 12/29/93.

**1/5/94**

**KMA-94-0111**

Mr. Charles R. Neill  
Director  
Systems Policy Staff  
Justice Management Division  
Department of Justice  
For the acquisition of hardware, software  
and services to support the installation of  
local area networks (LANs) at United  
States Marshals Service sites throughout  
the United States.

This DPA responds to an APR of 12/20/93.

**1/19/94**

**KMA-93-0441(A)**

Mr. Charles R. Neill  
Director  
Systems Policy Staff  
Justice Management Division  
Department of Justice  
For the modification of DPA KMA-93-0441  
of 8/12/93 to acquire maintenance services  
in support of the Drug Enforcement  
Administration's Office Automation  
Systems nationwide.



This DPA responds to the APR of 1/6/94.  
This DPA has been selected as a high dollar, high visibility information system initiatives for comprehensive review.

**1/5/94** **KMA-94-0115**  
Mr. Charles R. Neill  
Director  
Systems Policy Staff  
Justice Management Division  
Department of Justice  
For the acquisition of resources in support of the Federal Bureau of Information, the Drug Enforcement Administration and the United States Marshals Service.

This DPA responds to an APR of 12/28/93.

**12/8/93** **KMA-94-0056**  
Mr. Charles R. Neill  
Director  
Systems Policy Staff  
Justice Management Division  
Department of Justice  
For an exception from the use GSA's mandatory consolidated local telecommunications services located in Cleveland, Ohio.

This DPA responds to an APR of 11/3/93. It delegates authority for a period not to exceed 10 years.

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## LABOR

**12/9/93** **KMA-94-0083**  
Ms. Michelle P. Ouellet  
Acting Chief  
Office of Acquisition Integrity  
Department of Labor  
For the acquisition of resources to support the Bureau of Labor Statistics.

This DPA responds to an APR of 12/8/93.

**1/5/94** **KMA-94-0116**  
Mr. Thomas A. Byrne  
Director, Office of Acquisition Integrity  
Department of Labor  
For the acquisition of support services for the Office of the Assistant Secretary for Administration and Management.

This DPA responds to an APR of 1/3/94.

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## NASA

**12/14/93** **KMA-94-0061**  
Ms. Eva L. Layne  
Acting Chief, IRM Policy and  
Acquisition Management Office  
National Aeronautics and Space  
Administration Headquarters, Code JTD  
For the acquisition of resources to support Goddard Space Flight Center, Greenbelt, Maryland.

This letter responds to an APR of 11/15/93.

**12/16/93** **KMA-94-0067**  
Ms. Eva L. Layne  
Acting Chief, IRM Policy and  
Acquisition Management Office  
National Aeronautics and Space  
Administration Headquarters  
For the acquisition of resources to support requirements at Johnson Space Center, Houston, Texas.

This letter responds to an APR of 11/18/93.

**1/6/94** **KMA-94-0117**  
Ms. Eva L. Layne  
Acting Chief, IRM Policy and  
Acquisition Management Office  
National Aeronautics and Space

Administration Headquarters, Code JTD  
For the acquisition of resources to support  
a Facility Automation Control System at  
Ames Research Center.

This DPA responds to an APR of 1/3/94.

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## **NAVY**

**1/3/94** **KMA-94-0109**  
Rear Admiral J. G. Hekman  
Commander Naval Information Systems  
Management Center  
Department of the Navy  
For the acquisition of support services for  
the Naval Supply Systems Command,  
Defense Printing Service.

This DPA responds to an APR of 12/22/93.

**1/11/94** **KMA-94-0121**  
Rear Admiral J. G. Hekman  
Commander Naval Information  
Systems Management Center  
Department of the Navy  
For the acquisition of support services for  
the Shipboard Nontactical ADP Program  
Fleet Support project.

This DPA responds to an APR of 1/4/94. A  
milestone plan must be submitted for any  
follow-on acquisitions no later than six  
months before the expiration of the  
contract(s) awarded under this DPA.

**12/7/93** **KMA-93-0428(A)**  
Rear Admiral J. G. Hekman  
Commander Naval Information Systems  
Management Center  
Department of the Navy  
For the modification of DPA KMA-93-0428  
on 8/27/93 to acquire additional support  
services for the Naval Aviation Logistics

Command Management Information  
System (NALCOMIS), program at the  
Navy Management Systems Support Office  
(NAVMASSO), Central Design Agency.

This DPA responds to APR of 11/24/93.

**1/10/94** **KMA-94-0100**  
Rear Admiral J. G. Hekman  
Commander Naval Information Systems  
Management Center  
Department of the Navy  
For the acquisition of software in support  
of the data processing installation at the  
Naval Computer and Telecommunications  
Station, Washington, DC.

This DPA responds to an APR of 12/13/93.

**1/3/94** **KMA-89-0339G**  
Rear Admiral J. G. Hekman  
Commander of the Naval Information  
Systems  
Management Center  
Department of the Navy  
For the modification of DPA KMA-89-0339  
of 9/5/89 for the Computer-Aided  
Design/Computer- Aided Manufacturing  
Second Acquisition Program.

This DPA responds to the APR of 12/17/93.

**1/7/94** **KMA-94-0122**  
Rear Admiral J. G. Hekman  
Commander Naval Information Systems  
Management Center  
Department of the Navy  
For the acquisition of services to support  
the Naval Aviation Logistics Command  
Management Information System and the  
Shipboard Nontactical ADP System  
programs at the Naval Management  
Systems Support Office.



This DPA responds to an APR of 1/3/94.

## STATE

12/8/93 KMA-93-0434(A)

Mr. John E. Clark  
Deputy Assistant Secretary  
for Information Management (A/IM)  
Department of State  
For the modification of DPA KMA-93-0434  
on 8/31/93 to acquire continued operation  
and maintenance of telecommunications  
equipment in metropolitan Washington,  
DC.

This DPA responds to the APR of 11/24/93.

12/14/93 KMA-92-0513(A)

Mr. John E. Clark  
Deputy Assistant Secretary  
for Information Management (A/IM)  
Department of State  
For the modification of DPA KMA-92-0513  
on 9/28/92 to acquire domestic  
telecommunications equipment and  
support.

12/13/93 KMA-94-0076

Mr. John E. Clark  
Deputy Assistant Secretary  
for Information Management (A/IM)  
Department of State  
For the acquisition of T-1 circuits between  
the Beltsville Information Management  
Center and the American Embassies in  
London, England, and Paris, France and  
the Bonn (Germany) Automated Exchange.

This DPA responds to an APR of 11/15/93.

1/10/94 KMA-94-0119

Mr. John E. Clark  
Deputy Assistant Secretary

for Information Management (A/IM)

Department of State

For the acquisition of services to support  
the Diplomatic Telecommunications  
Service.

This DPA responds to an APR of 12/23/93.

12/20/93 KMA-93-0166(B)

Mr. John E. Clark  
Deputy Assistant Secretary  
for Information Management (A/IM)  
Department of State  
For the modification of DPA KMA-93-0166  
of 3/19/93 to acquire continued support  
services for the Foreign Affairs Data  
Processing Center.

This DPA responds to an APR of 11/8/93.  
GSA denied the request because of State  
delayed issuance of the RFPs.

## TVA

1/7/94 KMA-86-0251(D)

Mr. Victor H. King  
Vice President, Purchasing  
Tennessee Valley Authority  
For the modification of DPA KMA-86-0251  
of 4/30/86 to acquire hardware, software  
and support services for TVA's data centers  
at Knoxville and Chattanooga, Tennessee.

This DPA responds to the APR of 12/22/93.  
Additional hardware shall not be acquired  
by TVA without the prior written approval  
of GSA.

1/5/94 KMA-94-0104

Mr. Victor H. King  
Vice President, Purchasing  
Tennessee Valley Authority

For the upgrade of telephone systems in Chattanooga and Knoxville, Tennessee.

This DPA responds to an APR of 12/14/93.

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## **TRANSPORTATION**

**1/5/94** **KMA-94-0107**

Ms. Cynthia C. Rand

Director, Office of Information

Resource Management

Department of Transportation

To acquire Offshore Flight Data Processing System support services.

This DPA responds to an APR of 12/21/93.

**1/4/94** **KMA-94-0106**

Ms. Cynthia C. Rand

Director, Office of Information

Resource Management

Department of Transportation

For the acquisition of services to support the National Highway Traffic Safety Administration's National Center for Statistics and Analysis.

This DPA responds to an APR of 12/22/93.

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## **TREASURY**

**12/14/93** **KMA-87-0101(C)**

Mr. Thomas F. Kingery, Jr.

Acting Director, Office of Information

Resources Management

Department of the Treasury

For the modification of DPA KMA-87-0101 of 1/2/87 to acquire resources in support of the Internal Revenue Service's Integrated Collection System project.

This DPA responds to an APR of 11/16/93.

**1/7/94** **KMA-94-0093**

Mr. Thomas F. Kingery, Jr.

Acting Director, IRM

Department of the Treasury

For an exception to the mandatory use of the consolidated local telecommunications service for the Internal Revenue Service, Fort Lauderdale, Florida District Posts of Duty.

This DPA responds to an APR of 12/7/93. Treasury shall contact the regional GSA Public Building Service (PBS) to assess the impact of this procurement on assigned space.

**12/7/93** **KMA-93-0418(A)**

Mr. Stephen N. Bryant

Acting Director

Office of Information Resources

Management

Department of the Treasury

For an exception to the mandatory use of GSA's consolidated local telecommunications service for the Internal Revenue Service at 1133 Avenue of the Americas, New York, New York.

This DPA responds to APR of 7/21/93. This request was denied 8/17/93. It is granted for five years.

**12/30/94** **KMA-93-0101(A)**

Mr. Thomas F. Kingery, Jr.

Acting Director, Office of Information

Resources Management

Department of Treasury

For the modification of DPA KMA-93-0101 of 1/13/93 for the acquisition of resources to support requirements of the Internal



Revenue Service Centers throughout the United States.

This DPA responds to APR of 11/19/93.

**12/15/93** KMA-94-0021  
 Mr. Thomas F. Kingery, Jr.  
 Acting Director, IRM  
 Department of Treasury  
 For an exception to the mandatory use of the consolidated local telecommunications service for the United States Mint located in Philadelphia, Pennsylvania.

This DPA responds to an APR of 10/14/93.  
 Approved is granted for a period of five years.

## VA

**1/14/94** KMA-89-0484(A)  
 Mr. Michael J. Herway  
 Associate Deputy Assistant Secretary  
 for Information Resources Plans and Technology  
 Department of Veterans Affairs  
 For the modification of DPA KMA-89-0484 to acquire telecommunications resources for the Department of Veterans Affairs Medical Center located at West Los Angeles, California.

This DPA responds to an APR of 1/12/94.

## Recent Library Acquisitions

**Department: Agriculture**  
 Document Title: ADP/IRM Support Services for the FmHA  
 Related PAR: VI-05-041  
 Document Type: CONTRACT  
 INPUT Reference #: 32030.002  
 Contractor: CBIS Federal  
 Contract #: 53314201054

Document Title: Corporate Yellow Book, Winter 1994  
 Document Type: DIRECTORY  
 INPUT Reference #: 01312.06

Document Title: Congressional Yellow Book, Winter 1994  
 Document Type: DIRECTORY  
 INPUT Reference #: 01312.07

**Department: Transportation**  
 Document Title: SETA  
 Document Type: CONTRACT  
 INPUT Reference #: 32242.007  
 Contractor: Martin Marietta  
 Contract #: DTFA0193C00047

**Department: U.S. Dept. Commerce**  
 Document Title: Statistical Abstract of the United States 1993  
 Document Type: REFERENCE  
 INPUT Reference #: 01812

**Department: Navy**  
 Document Type: CONTRACT  
 INPUT Reference #: 32022.024  
 Contractor: AT&T  
 Contract #: N0003993C0056

**Department: Defense**

Document Title: Program Management and Integration Support

Document Type: Task Orders

INPUT Reference #: 32024.009

Contractor: Systems Planning Corp.

Contract #: SDIO8491C0012

**Department: Air Force**

Document Title: Operations, Maintenance and Support

Related PAR: V-01-188

RFP #: F0460693R0025

Document Type: RFP

INPUT Reference #: 02083

**Department: NASA**

Document Title: NASA HQ

INSTITUTIONAL SUPPORT

Document Type: CONTRACT

INPUT Reference #: 32180.022

Contractor: LABAT ANDERSON

Contract #: NASW4363

**Department: NASA**

Document Title: Information Resources and Management Support

RFP #: W1070594

Document Type: RFP

INPUT Reference #: 18205.002

**Department: NASA**

Document Title: Safety, Reliability and Quality Assurance Support

RFP #: 9BG312319P

Document Type: DRFP

INPUT Reference #: 18312

**Department: Transportation**

Document Title: Automatic Data

Processing & Telecommunication Services

Related PAR: VII-11-081

RFP #: DTOS5994R0001

Document Type: DRAFT RFP

INPUT Reference #: 24011

**Department: Veterans Affairs**

Document Title: Forecasting of Contracting Opportunities - 1994

Document Type: REFERENCE

INPUT Reference #: 27000.14

**Department: Transportation**

Document Title: Standard Workstation III Project (FEDCAC 106)

Related PAR: VII-11-050

RFP #: KRF920006

Document Type: AMENDMENT

INPUT Reference #: 24112

**Department: State**

Document Title: Information Management Strategic Plan 92-96

Document Type: REFERENCE

INPUT Reference #: 23011

**Department: Veterans Affairs**

Document Title: VBA Modernization Stage II

Related PAR: VIII-16-011

RFP Number: 101894

Document Type: RFP, MAILING LIST, AMEND.

INPUT Reference #: 27015

**Department: State**

Document Title: Diplomatic

Telecommunications Service-VAN

Related PAR: VIII-09C-014

RFP #: SDTSPO93B2008

Document Type: RFP

INPUT Reference #: 23012

**Department: Energy**

Document Title: Guide for the Submission of Unsolicited Proposals



**Document Type:** REFERENCE  
**INPUT Reference #:** 06024

**Department: Energy**

**Document Title:** Directory of Potential  
 Subcontracting Opportunities  
**Document Type:** REFERENCE  
**INPUT Reference #:** 06025

**Department: Energy**

**Document Title:** Doing Business With The  
 Dept. of Energy  
**Document Type:** REFERENCE  
**INPUT Reference #:** 06026

**Department: Energy**

**Document Title:** Forecast of Contracting &  
 Subcontracting Opportunities  
**Document Type:** REFERENCE  
**INPUT Reference #:** 06027

**Department: Transportation**

**Document Title:** Enhanced Traffic  
 Management System  
**Document Type:** CONTRACT &  
 MODIFICATIONS  
**INPUT Reference #:** 32242.009  
**Contractor:** MiTech  
**Contract #:** DTFA0188Y01076

**Department: EPA**

**Document Title:** Moses  
**Document Type:** CONTRACT  
**INPUT Reference #:** 32070.08  
**Contractor:** SAIC  
**Contract #:** 68W10055

**Department: NASA**

**Document Title:** Test and Technical  
 Services  
**Related PAR:** VIII-15-093  
**RFP #:** 13SSCP9312  
**Document Type:** RFP  
**INPUT Reference #:** 18901

**Department: Air Force**

**Document Title:** Functional Assessment  
**Document Type:** CONTRACT  
**INPUT Reference #:** 32020.020  
**Contractor:** Innolog  
**Contract #:** F3365793D2212

**Department: GSA**

**Document Type:** CONTRACT  
**INPUT Reference #:** 32120.001  
**Contractor:** Comdisco  
**Contract #:** GS00K93AJC0593

**Department: Air Force**

**Document Type:** CONTRACT  
**INPUT Reference #:** 32020.021  
**Contractor:** National Systems & Research  
**Contract #:** F0560390D0001

**Department: Health and Human  
 Services**

**Document Title:** Project to Redesign  
 Information Management Software  
**Related PAR:** VII-08-034  
**RFP #:** HCFA90002CR  
**Document Type:** RFP  
**INPUT Reference #:** 32132.003

**Department: Defense**

**Document Title:** DTIS Contracts  
**Related PAR:** V-04G-021  
**Document Type:** Contracts  
**INPUT Reference #:** 32024.008  
**Contractor:** BDM, Boeing, CSC, EDS,  
 Martin Marietta and Unisys  
**Contract #:** DCA10094D0014 - 0019

**Department: Navy**

**Document Type:** CONTRACT  
**INPUT Reference #:** 32022.025  
**Contractor:** Columbia Research Corp.  
**Contract #:** N0002489C3467

**Department: GAO**

Document Title: North American Free Trade Agreement

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Tax Administration - Increased Fraud and Poor Accounting

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Paperwork Reduction - Not Actual Changes

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Acquisition Reform - DoD Acquisition Law

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Financial Management - Army's Accountability

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Financial Management - Information is Unavailable

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Veterans Benefits - Redirected Modernization

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: High Speed Ground Transportation -Issues Affecting

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: GAO**

Document Title: Reports and Testimony November 1993

Document Type: GAO REPORT

INPUT Reference #: 1105.10

**Department: Federal Deposit Insurance**

Document Title: IRM Plan for FDIC

Document Type: IRM PLAN

INPUT Reference #: 01219.001

**Department: State**

Document Title: Financial Systems Maintenance, Enhancement

Related PAR:VII-09C-010

RFP #: SOPRAQ94R0406

Document Type: RFP

INPUT Reference #: 23013

**Department: Commerce**

Document Title: U.S. Industrial Outlook 1994

Document Type: REFERENCE

INPUT Reference #: 01816

**Department: NASA**

Document Title: Technical Support Services for Earth Science Div.

Document Type: CONTRACT

INPUT Reference #: 32180.023

Contractor: SM Systems and Research

Contract #: NASW4483

**Department: NASA**

Document Title: Scientific Computing Operations, Maintenance



Document Type: CONTRACT  
 INPUT Reference #: 32186.005  
 Contractor: CSC  
 Contract #: NAS120048

**Department: Health and Human Services**

Document Title: IRM Plan for Agency Health Care Policy FY1995-1999  
 Document Type: IRM Plan  
 INPUT Reference #: 01211

**Department: Health and Human Services**

Document Title: IRM Plan - Health Resources and Services FY1995-1999  
 INPUT Reference #: 01211

**Department: Health and Human Services**

Document Title: IRM Plan - Substance Abuse and Mental Health FY1995-1999  
 Document Type:  
 INPUT Reference #: 01211

**Department: Health and Human Services**

Document Title: IRM Plan - National Institutes of Health 1995-1999  
 INPUT Reference #: 01211

**Department: Health and Human Services**

Document Title: IRM Plan - Indian Health Service FY 1994-1998  
 INPUT Reference #: 01211

**Department: Health and Human Services**

Document Title: IRM Plan - Office of the Assistant Secretary Health  
 INPUT Reference #: 01211

**Department: Health and Human Services**

Document Title: IRM Plan - Public Health Service FY 1995-1999  
 INPUT Reference #: 01211

**Department: NASA**

Document Title: Systems Engineering and Integration  
 Document Type: CONTRACT  
 INPUT Reference #: 32180.024  
 Contractor: RJO ENTERPRISES INC.  
 Contract #: NASW4589

**Department: NASA**

Document Title: ADMIN/ADP Support  
 Document Type: CONTRACT  
 INPUT Reference #: 32180.025  
 Contractor: Information Dynamics Inc.  
 Contract #: NASW4474

**Department: NASA**

Document Title: List of Active Contracts at Headquarters  
 Document Type: LISTING  
 INPUT Reference #: 18016

**Department: NASA**

Document Title: Management, Planning, and Technical Support Service  
 Document Type: CONTRACT  
 INPUT Reference #: 32180.026  
 Contractor: CTR Space and Advanced Technology  
 Contract #: NASW4561

**Department: Army**

Document Title: Advance Planning for Industry  
 Related PAR: V-02-102  
 Document Type: PLANNING DOCUMENT  
 INPUT Reference #: 02166

**Department: Army**

Document Title: Information Mission Area

Document Type: CONTRACT AND TASK  
ORDERS

INPUT Reference #: 32021.023

Contractor: SAIC

Contract #: DAEA1889D0015

**Department: Navy**

Document Type: CONTRACT

INPUT Reference #: 32022.032

Contractor: TRW

Contract #: N0002492C6457

**Department: Defense (DLA)**

Document Type: CONTRACT

INPUT Reference #: 32024.011

Contractor: Vion Corporation

Contract #: DLAH0093D0093

**Department: Justice**

Document Title: TECHNICAL SUPPORT  
FOR OPERATIONAL NCJRS

Related PAR: VII-10-101

Document Type: CONTRACT

INPUT Reference #: 32160.009

Contractor: Aspen Systems

Contract #: OJP90C005

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This newsletter is issued as part of INPUT's Federal Information Technology Procurement Analysis Reports Service. If you have questions or comments on this profile, please call your local INPUT organization or Bob Deller at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182, (703) 847-6870



# Federal Newsletter

A Publication from INPUT's Federal Procurement Analysis Reports Service

Vol. II, No. 3

March 1994

## The Government's New Face

### RESEARCHER'S CORNER

*By Bob Deller*

"Reinventing Government" is arguably the most often bantered phrase by agency planners and contractor business development managers in Washington today. It is the central theme for a number of conferences and seminars produced by government, industry and professional groups. This topic will continue to be popular until either something happens to upgrade the performance of federal agencies systematically or the marketplace ceases to believe that anything can truly be done about government "inefficiency and ineffectiveness."

Federal agency programs are beginning to identify re-engineering as a central functional requirement.

*Continued on next page*

## INPUT Notes

### INPUT's Breakfast Meeting

INPUT's next breakfast will be held on April 8, 1994. The meeting will address the latest implications for the Administration's Health Care Reform Program. Please contact Barbara Fisher (703) 847-6870 for more information.

### INPUT's Annual Federal Conference

INPUT'S Annual Federal Conference will be held on June 23 and 24, 1994 at the Tyson's Corner Marriott in Vienna, VA. A conference brochure with details will be mailed in March, 1994.

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### IN THIS ISSUE:

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*INPUT Notes...from page 1*

## INPUT's Executive Conference

INPUT's Annual Executive Conference is scheduled for September 22 and 23, 1994 at the Westfields International Conference Center in Chantilly, VA.

*New Face...from page 1*

INPUT is currently in the process of identifying existing and candidate programs for government re-engineering applications. Understanding re-engineering requirements of agencies, apart from explicit solicitation language, will be key to bidders winning contract awards.

Two important events are scheduled over the next six months to familiarize the marketplace with agency program requirements and government policies related to government re-engineering. The first event, March 9-10, 1994, is sponsored by the National Academy of Public Administration. It will address re-engineering policies and activities with an audience of primarily agency executives. The second NAPA event is scheduled for an unconfirmed time in July, 1994. INPUT will conduct its annual federal conference with the main theme of "Government Re-engineering" on June 23-24th at the Tyson's Corner Marriott.

# February Procurement Highlights

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## AIR FORCE

ICARDS

V-01-204

The RFP for the Intelligence and Community Analysis Requirements and Design Support program is expected in March, 1994.

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## DEFENSE

GTN

V-04G-012

The RFP for the Global Transportation Network procurement is expected to be released in March, 1994. An award is scheduled for 4QFY94.

---

## HHS

MTS

VII-08-063

The Medicare Transaction System program was awarded on January 20, 1994 to GTE for \$19 million. The award was protested by SAIC. The contract is on hold until the protest is resolved.

VII-08-084

The RFP for the Microprocessor Support Services contract re-compete is scheduled for release on March 15, 1994 with bids due 45 days later.



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**STATE**

CTS VII-09C-011

The Consolidated Telecommunication Services for Domestic Installations program was awarded on December 13, 1993 to AT&T for more than \$122 million.

DTS-VAN VII-09C-014

Technical proposals for the Diplomatic Telecommunications Services Value-Added Network procurement were due on February 22, 1994. An award is expected in May, 1994.

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**TREASURY**

VII-10-103

The RFP for ADP Services for the Automated Commercial System contract recompetes was released on February 8, 1994. Bids are on due March 25, 1994.

---

**TRANSPORTATION**

ADTN 2000 VII-11-055

ADTN 2000 is under protest by Sprint Communications and GTE Government Systems. The Contracting Office stated that a decision will not be made until March 17, 1994.

OASIS VII-11-057

The Draft RFP for the FSAS Operational and Supportability Implementation System procurement is expected in 3QFY94.

EDMS VII-11-063

The RFP for the Electronic Document Management System is expected in April, 1994. A presolicitation conference will be held before the release of the RFP.

OSDS VII-11-079

The RFI for the Oceanic System Development and Support procurement was released on February 28, 1994 and comments are due on March 30, 1994. An award is expected in May, 1995.

TSARTS VII-11-085

The RFP for the Terminal Standalone Radar Training System procurement is expected in April, 1994 with bids due in May, 1994. An award is anticipated for December, 1994.

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**TREASURY**

CSM/MIA VII-12-066

The Corporate Systems Modernization/Mirror Image Acquisition was awarded on January 31, 1994 to Vion for nearly \$84 million.

TDA-1 VII-12-098

BAFOs for the Treasury Department Acquisition -1 are expected March 21, 1994. An award is expected in May, 1994.

*Continued on next page*

*Highlights...from page 3*

## EPA

VIII-17-019

A Sources Sought for the Library Services program appeared in the CBD on February 1, 1994. Responses were due on February 14, 1994. An RFP is expected in April, 1994.

## AIRMS

VIII-17-023

The EPA's Office of Research and Development will satisfy full systems life-cycle support for its computer systems with the ADP Information Resources Management Services and Facilities Administration and Information Resources (FAIR - See PAR VIII-17-024) procurements.

## USPS

VIII-31-006

The RFP for the Automated Telephone Information Answering System was released on February 4, 1994 and bids are due on March 28, 1994. An award is anticipated for 4QFY94.

# Recent DPAs

## AIR FORCE

1/28/94

KMA-87-0054(D)

Lieutenant Colonel Raymond J. Brylski  
Assistant for Communications  
and Computers, SAF/AQKC  
Department of the Air Force  
1060 Air Force Pentagon

For the modification of DPA KMA-87-0054 on 4/15/87 to acquire resources under the Air Force Standard Multiuser Small Computer Requirements Contract (SMSCRC).

This DPA responds to the APR of 1/13/94. The DPA is granted through 10/28/96.

2/3/94

KMA-90-0540(C)

Mr. John K. Campbell  
Acting Chief  
Procurement Policy Division  
Office of Operations  
Department of Agriculture

For the modification of DPA KMA-90-0540 on 10/17/90 to acquire resources in support of the National Computer Center.

This DPA responds to the APR of 1/24/94.

## ARMY

2/16/94

KMA-92-0268(A)

Mr. David Borland  
Director

United States Army Information Systems  
Selection and Acquisition Agency



Department of the Army

For the acquisition of resources to support the development of Advanced Decision Support Systems and High Quality Modeling Tool projects.

This DPA responds to an APR of 1/28/94.

2/7/94 KMA-94-0157

Mr. David Borland

Director

United States Army Information Systems  
Selection and Acquisition Agency

Department of the Army

For the acquisition of an upgrade of the Energy Management and Control System.

This DPA responds to an APR of 1/28/94.

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## DEFENSE

2/16/94 KMA-94-0118

Mr. Thomas P. Quinn

Deputy Assistant Secretary of Defense  
(C3I Acquisition)

Office of the Assistant Secretary of  
Defense

Department of Defense

For support services for the Defense Information Systems Agency, Center for Information System Security, Information Systems Security (INFOSEC) and Technical Services acquisition.

This DPA responds to an APR of 12/23/93. It has been selected for comprehensive review.

2/10/94 KMA-94-0133

Mr. Thomas P. Quinn

Deputy Assistant Secretary of Defense  
(C3I Acquisition)

Office of the Assistant Secretary of

Defense

Department of Defense

For the acquisition of resources to support the Defense Commissary Agency, Interim Commissary Point-of-Sales System.

This DPA responds to an APR of 1/10/94.

Ordering is limited to 100 scanner/scale units, 1,500 hours of software support and systems to support 13 sites.

2/7/94 KMA-94-0160

Mr. Thomas P. Quinn

Deputy Assistant Secretary of Defense  
(C3I Acquisition)

Office of the Assistant Secretary of  
Defense

Department of Defense

For the acquisition of resources to support the International Maritime Satellite Digital Services project.

This DPA responds to an APR of 1/31/94.

2/10/94 KMA-94-0163

Mr. Thomas P. Quinn

Deputy Assistant Secretary of Defense  
(C3I Acquisition)

Office of the Assistant Secretary of  
Defense

Department of Defense

For the acquisition of resources consisting of regulated telecommunications services for 14 major Defense Logistics Agency's sites.

This DPA responds to an APR of 2/4/94. It is exclusively for the Columbus, Ohio site for a period of 12 months.

*Continued on next page*

*Recent DPAs...from page 5*

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**FEMA**

1/27/94                      KMA-93-0317A  
Mr. William T. Fehlberg  
Deputy Associate Director for  
Information Technology  
Operations Support Directorate  
Federal Emergency Management Agency

For the modification of DPA KMA-93-0317  
on 6/11/93 to acquire hardware, software  
and related supplies to support its Local  
Area Network Automatic Data Processing  
requirements.

This DPA responds to the APR of 1/26/94.

---

**GPO**

2/2/94                      KMA-94-0143  
Mr. Thomas M. Hughes  
Director  
Materials Management Service (MM)  
United States Government Printing office  
For the acquisition of software  
maintenance to support the Graphic  
Systems Development Division.

This DPA responds to an APR of 1/12/94.

---

**HHS**

2/14/94                      KMA-93-0342(A)  
Mr. Thomas F. Joyce  
Director, Division of IRM Approvals  
Department of Health and Human  
Services

For the modification of DPA KMA-93-0342  
on 6/21/93 to acquire software  
maintenance for the Department of Health

and Human Services (HHS) Social  
Security Administration.

This DPA responds to the APR of 2/7/94.

2/10/94                      KMA-93-0381(A)  
Mr. Thomas F. Joyce  
Director, Division of IRM Approvals  
Department of Health and Human  
Services

For the modification of DPA KMA-93-0381  
on 7/15/93 to acquire support services for  
the Health Care Finance Administration.

This DPA responds to the APR of 2/7/94.

2/2/94                      KMA-94-0155  
Mr. Thomas F. Joyce  
Director, Division of IRM Approvals  
Department of Health and Human  
Services  
For the acquisition of resources in support  
of the Health Care Finance  
Administration's Local-Area Network  
acquisition for their single site facility.

This DPA responds to an APR of 1/26/94.

---

**INTERIOR**

2/15/94                      KMA-91-0286(C)  
Mr. Robert E. Ray  
Chief, Division of ADP Acquisition and  
Technical Assistance, IRM MS 5312  
Department of the Interior

For the modification of DPA KMA-91-0286  
for resources to support requirements of  
the Minerals Management Service.

This DPA responds to an APR of 2/10/94.



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**JUSTICE****1/27/94** KMA-85-0215(Q)

Mr. Charles R. Neill

Director

Systems Policy Staff

Justice Management Division

Department of Justice

For the modification of DPA KMA-85-0215 on 7/5/85 to acquire telecommunications services in support of the Department of Justice Washington Area Switch Program (WASP) for the 2611 Jefferson Davis Highway, Arlington, VA site.

This DPA responds to an APR of 12/27/93.

**2/14/94** KMA-86-0278(D)

Mr. Charles R. Neill

Director

Systems Policy Staff

Justice Management Division

Department of Justice

For modification of DPA KMA-86-0278(C) for local-area network servers and communications equipment for relocated or new offices and equipment failures.

This DPA responds to an APR of 12/16/93. It provides additional procurement authority for the PROJECT EAGLE contract.

**2/16/94** KMA-94-0158

Mr. Charles R. Neill

Director

Systems Policy Staff

Justice Management Division

Department of Justice

To acquire telecommunications resources to support the United States Attorney's

Office (USAO) for the eastern district of Michigan.

This DPA responds to an APR of 2/10/94. This DPA grants authority for a period not to exceed 10 years.

---

**NASA****2/3/94** KMA-94-0127

Ms. Eva L. Layne

Acting Chief, IRM Policy and

Acquisition Management Office

National Aeronautics and Space

Administration Headquarters, Code JTD

For the acquisition of resources in support of Information and Communications Support Services.

This DPA responds to an APR of 1/7/94.

**2/2/94** KMA-94-0132

Ms. Eva L. Layne

Acting Chief, IRM Policy and

Acquisition Management Office

National Aeronautics and Space

Administration Headquarters, Code JTD

For resources in support of the acquisition of a Mark III Correlator.

This DPA responds to an APR of 1/13/94.

---

**NAVY****2/16/94** KMA-94-0128

Rear Admiral J. G. Hekman

Commander of the Naval

Information Systems Management Center

Department of the Navy

For the interim acquisition of the

*Continued on Page 8*

*Recent DPAs...from page 7*

necessary resources to support the Department of the Navy's Source Data System.

This DPA responds to an APR of 1/6/94. Resources had been acquired in excess of the initial DPA without authorization.

---

**NRC**

2/4/94 KMA-93-0041(A)  
Mr. Gerald F. Cranford  
Director,  
Office of Information Resources  
Management  
Nuclear Regulatory Commission

For the modification of DPA KMA-93-0041 on 12/30/92 to acquire exclusive use of telephone systems at the Nuclear Regulatory Commission offices in King of Prussia, Pennsylvania, Bethesda, Maryland, Glen Ellyn, Illinois and Walnut Creek, California.

This DPA responds to the APR of 1/19/94.

---

**STATE**

2/4/94 KMA-92-0513(B)  
Mr. John E. Clark  
Deputy Assistant Secretary  
for Information Management (A/IM)  
Department of State

For the modification of DPA KMA-92-0513 on 9/28/92 to acquire domestic telecommunications equipment and support.

---

**TRANSPORTATION**

2/4/94 KMA-94-0129  
Mr. Eugene K. Taylor, Jr.  
Acting Director, Office of Information  
Resource Management  
Department of Transportation  
To acquire telecommunications resources to support the Federal Aviation Administration's Regional Office in Seattle, Washington.

This DPA responds to an APR of 1/10/94. Authority is granted to enter into a contract for a period not to exceed three years.

---

**TREASURY**

2/14/94 KMA-94-0140  
Ms. Jane Sullivan  
Director, Office of Information  
Resources Management  
Department of the Treasury  
For the acquisition of resources in support of the United States Customs Service.

This DPA responds to the APR of 1/13/94.



## Recent Library Acquisitions

**Department: EPA**

Document Title: Small & Small  
Disadvantaged Subcontracting.  
Opportunities Dir.  
Document Type: Reference  
INPUT Reference #: 07003

**Department: National Security Agency**

Document Title: Information Systems  
Security Products and Service  
Document Type: Reference  
INPUT Reference #: 01800

**Department: Transportation**

Document Title: Automatic Data  
Processing & Telecommunication Services  
Related PAR: VII-11-081  
RFP #: DTOS5994R0001  
Document Type: DRFP, Final RFP  
INPUT Reference #: 24011

**Department: Army**

Document Title: Advance Planning for  
Industry (TPF)  
Related PAR: V-02-102  
RFP #: DAAB0794RH032  
Document Type: Planning and Draft  
SOW  
INPUT Reference #: 02166

**Department: Navy**

Document Type: Contract  
INPUT Reference #: 32022.033  
Contractor: Texas Instruments  
Contract #:N0001991C0155

**Department: Air Force**

Document Title: SETA  
RFP #: FO461188R0006  
Document Type: CONTRACT  
INPUT Reference #: 32020.022  
Contractor: SAIC  
Contract #:FO461189C0019

**Department: NASA**

Document Title: Technical Support  
Services for Space Station  
Document Type: CONTRACT  
INPUT Reference #: 32180.027  
Contractor: BDM International  
Contract #:NASW4328

**Department: NASA**

Document Title: Systems Engineering  
and Analysis Support Services  
RelatedPAR:VIII-15-125

RFP #: RFP574300/184

Document Type: RFP  
INPUT Reference #: 32189.014

**Department: Treasury**

Document Title: Communication  
Replacement Systems H/W & S/W  
Maintenance.  
Related PAR: VII-12-096  
RFP #: IRS940032  
Document Type: RFP, BML, Amendment  
INPUT Reference #: 25534

**Department: Justice**

Document Title: Information Technology  
Partnership Competitive Acquisition  
Related PAR: VII-10-102  
RFP #: HQ9405  
Document Type: DSOW, BML, Notes, IS  
Architecture  
INPUT Reference #: 16208

*Continued on next page*

*Library...from page 9*

**Department: EPA**

Document Type: Contract  
INPUT Reference #: 32070.009  
Contractor: Martin Marietta  
Contract #:68W20025

**Department: EPA**

Document Type: Contract  
INPUT Reference #: 32070.010  
Contractor: Viar and Company  
Contract #:68W80083

**Department: GAO**

Document Title: Defense IRM - Business Strategy Needed

Document Type: GAO REPORT  
INPUT Reference #: 1105.11

**Department: GAO**

Document Title: Veterans Benefits - Redirected Modernization  
Document Type: GAO REPORT  
INPUT Reference #: 1105.11

**Department: GAO**

Document Title: EPA Toxic Substances Program  
Document Type: GAO REPORT  
INPUT Reference #: 1105.11

**Department: GAO**

Document Title: Space Projects - Astrophysics Facility  
Document Type: GAO REPORT  
INPUT Reference #: 1105.12

**Department: GAO**

Document Title: Medicare and Medicaid-Eligible People Not Enrolled

Document Type: GAO REPORT  
INPUT Reference #: 1105.12

**Department: GAO**

Document Title: Military Downsizing - Returning to Civilian Life  
Document Type: GAO REPORT  
INPUT Reference #: 1105.12

**Department: GAO**

Document Title: Battlefield Automation - Premature Acquisition  
Document Type: GAO REPORT  
INPUT Reference #: 1105.12

**Department: GAO**

Document Title: NASA Procurement - Planning for Pilot Test

Document Type: GAO REPORT  
INPUT Reference #: 1105.12

**Department: GAO**

Document Title: Acquisition Reform - DOD Acquisition Law  
Document Type: GAO REPORT  
INPUT Reference #: 1105.12

**Department: GAO**

Document Title: Tax Administration - Changes Needed to Cope  
Document Type: GAO REPORT  
INPUT Reference #: 1105.12

**Department: GAO**

Document Title: Management Reform - GAO's Comments on NPR  
Document Type: GAO REPORT  
INPUT Reference #: 1105.13



**Department: GAO**

Document Title: Abstracts of Reports and  
Testimony: FY 1993

Document Type: GAO REPORT

INPUT Reference #: 1105.13

**Department: GAO**

Document Title: Indexes for  
Abstracts: Reports and Testimony: FY93

Document Type: GAO REPORT

INPUT Reference #: 1105.13

Document Title: EIA Five-Year Forecast  
of Federal Information FY94-98

Document Type: Reference

INPUT Reference #: 01818

**Department: Treasury**

Document Title: ADP Support Services  
for the Automated Commercial

Related PAR: VII-10-103

RFP #: CS94023

Document Type: RFP

INPUT Reference #: 25204.1

**Department: HHS**

Document Title: Maintenance Service for  
ADP Equipment - Nationwide

Related PAR: VII-08-091

RFP #: SSARFP941692

Document Type: RFP

INPUT Reference #: 13313

**Department: HHS**

Document Title: Maintenance Service for  
ADP Equipment

Related PAR: VII-08-089

RFP #: SSARFP941701

Document Type: RFP

INPUT Reference #: 13314

**Department: HHS**

Document Title: HHS IRM Plan FY94-  
FY99

Document Type: IRM Plan

INPUT Reference #: 01211

**Department: HHS**

Document Title: HHS HCFA IRM Plan  
FY95-FY99

INPUT Reference #: 01211

**Department: HHS**

Document Title: IRM Plan FY95-FY99 -  
Centers for Disease Control

Document Type: IRM PLAN

INPUT Reference #: 01211

**Department: HUD**

Document Title: HUD FY94-FY98 IRM  
Plan

Document Type: IRM PLAN

INPUT Reference #: 01212

**Department: Justice**

Document Title: Justice FY94-FY98  
Strategic IRM Plan

Document Type: IRM Plan

INPUT Reference #: 01214

**Department: Justice**

Document Title: Justice Forecast of  
Contract Opportunities FY94

Document Type: Planning Document

INPUT Reference #: 01214

**Department: Treasury**

Document Title: Treasury IS Plans FY95-  
FY99 - Executive Summary

Document Type: IRM PLAN

INPUT Reference #: 01218

*Continued on next page*

*Library...from page 11*

**Department: Army**

Document Title: Pentagon Renovation

Related PAR: V-04E-008

RFP #:

Document Type: Draft Technical  
Requirements

INPUT Reference #: 02167

**Department: Air Force**

Document Title: Database Machines  
(AFCAC 305)

Related PAR: V-01-129

Document Type: CONTRACT

INPUT Reference #: 32020.024

Contractor: NCR

Contract #:F1962893D0028

**Department: Treasury**

Document Title: Information Systems  
Plan FY 1995-1999

Document Type: IRM PLAN

INPUT Reference #: 01218

**Department: Treasury**

Document Title: Information Systems  
Plan - FY 1995-1999

Document Type: IRM PLAN

INPUT Reference #: 01218

**Department: Treasury**

Document Title: Information Systems  
Subset FY 1995-1999

Document Type: IRM PLAN

INPUT Reference #: 01218

**Department: USPS**

Document Title: USPS Postal Answer  
Line

Related PAR: VIII-31-006

RFP #: 10259094A0024

Document Type: RFP

INPUT Reference #: 21008

**Department: Air Force**

Document Title: System Engineering  
Support for NORAD Computer System

Related PAR: V-01-030

RFP #: F0560392R0002

Document Type: CONTRACT

INPUT Reference #: 32020.025

Contractor: Kaman Sciences Corporation

Contract #:F0560392C0007

**Department: Commerce**

Document Title: Advanced Weather  
Interactive Processing System

Related PAR: VI-06-024

RFP #: 52SANW000030

Document Type: CONTRACT

INPUT Reference #: 32043.002

Contractor: PRC

Contract #:50SPNA300001

**Department: Air Force**

Document Title: Office Automation

Document Type: CONTRACT

INPUT Reference #: 32020.026

Contractor: User Technology

Contract #:F3365793D2418

**Department: Air Force**

Document Type: CONTRACT

INPUT Reference #: 32020.027

Contractor: Dynamic Research  
Corporation

Contract #:F1962884D0016

**Department: Air Force**

Document Title: Air Force Material  
Command/ESC 1993 Program Listing

Document Type: GUIDE

INPUT Reference #: 02084



**Department: Commerce**

Document Title: Electronic Application System (EASY)

Document Type: CONTRACT

INPUT Reference #: 32046.003

Contractor: Compus Service Corporation

Contract #:50PAPT300020

**Department: Education**

Document Type: CONTRACT

INPUT Reference #: 32050.004

Contractor: Universal Automation

Contract #:PM90018001

**Department: Air Force**

Document Title: JTIDS Test Device

Related PAR: V-01-176

RFP #: F1962893R0001

Document Type: RFP

INPUT Reference #: 02085

**Department: Transportation**

Document Title: Automated Highway System (IVHS)

Related PAR: VII-11-086

RFP #: DTFH6194X00001

INPUT Reference #: 24239

**Department: Veterans Affairs**

Document Title: HOST

Related PAR: VIII-16-020

Document Type: RFI

INPUT Reference #: 27016

**Department: Veterans Affairs**

Document Title: Veterans Benefits Administration (VAATS)

Related PAR: VIII-16-023

Document Type: RFC

INPUT Reference #: 27017

**Department: Transportation**

Document Title: IRM Plan 1993

Document Type: IRM PLAN

INPUT Reference #: 24113

**Department: Energy**

Document Title: Scientific

Supercomputers

Related PAR: VI-07-118

Document Type: Prospectus

INPUT Reference #: 06029

**Department: Transportation (FAA)**

Document Type: CONTRACT

INPUT Reference #: 32242.010

Contractor: TRW

Contract #:DTFA0190C00013

**Department: Agriculture**

Document Title: FSIS IRM Long-Range Plan FY94-FY98

Document Type: IRM PLAN

INPUT Reference #: 1205

**Department: U.S. AID**

Document Title: U.S. AID Strategic IRM Plan FY93-98

Document Type: IRM PLAN

INPUT Reference #: 01219

**Department: Labor**

Document Title: ADP Technical Services

Related PAR: VII-09A-018

RFP #: L/A9104

Document Type: RFP

INPUT Reference #: 17011

**Department: Commerce**

Document Type: Contract

INPUT Reference #: 32046.004

Contractor: TGS Technology

Contract #:50PAPT800001

*Continued on next page*

*Library...from page 13*

**Department: GAO**

Document Title: Budget Issues - FY 1993  
Budget Estimates and Actual

Document Type: GAO REPORT  
INPUT Reference #: 1105.13

**Department: GAO**

Document Title: Management Reforms -  
Examples of Public Innovation  
Document Type: GAO REPORT  
INPUT Reference #: 1105.13

**Department: GAO**

Document Title: Defense Conversion -  
Slow Start Limits Spending  
Document Type: GAO REPORT  
INPUT Reference #: 1105.13

**Department: GAO**

Document Title: Defense Contracting -  
Implementation of the Pilot  
Document Type: GAO REPORT  
INPUT Reference #: 1105.13

**Department: GAO**

Document Title: DoD Acquisition - FY  
1993 Waivers to Acquisition  
Document Type: GAO REPORT  
INPUT Reference #: 1105.13

**Department: GAO**

Document Title: Defense IRM -  
Management Commitment Needed  
Document Type: GAO REPORT  
INPUT Reference #: 1105.13

**Department: GAO**

Document Title: Financial Management -  
IRS Does Not Adequately Man  
Document Type: GAO REPORT

INPUT Reference #: 1105.13

**Department: GAO**

Document Title: Air Pollution - EPA's  
Progress in Determining Cost  
Document Type: GAO REPORT  
INPUT Reference #: 1105.13

**Department: GAO**

Document Title: Congressional  
Comments-Message from the President  
Document Type: GAO REPORT  
INPUT Reference #: 1105.13

**Department: GAO**

Document Title: U.S. Insular Areas -  
Development Strategy  
Document Type: GAO REPORT  
INPUT Reference #: 1105.13

**Department: GAO**

Document Title: Reports and Testimony -  
January 1994  
Document Type: GAO REPORT  
INPUT Reference #: 1105.13

**Department: Army**

Document Title: JCALS - Modification  
P00052  
Document Type: Contract - Modification  
INPUT Reference #: 32021.024  
Contractor: CSC  
Contract #: DAHC9489C0008

Document Title: Proposed Bill - HR2238  
Document Type: Reference  
INPUT Reference #: 01819

**Department: Defense**

Document Title: Central Intelligence  
Agency Acquisition Handbook  
Document Type: Reference  
INPUT Reference #: 02483



**Department: Navy**

INPUT Reference #: 32022.034

Contractor: SelectTech Services

Contract #: N6226990C0316

**Department: Navy**

Document Type: Contract

INPUT Reference #: 32022.035

Contractor: Defense Technology Inc.

Contract #: N6092191DA110

**Department: Agriculture**Document Title: EMS IRM Long-Range  
Plan for FY94-98

Document Type: IRM PLAN

INPUT Reference #: 1205

**Department: Agriculture**

Document Title: ERS IRM Strategic Plan

Document Type: Strategic Plan

INPUT Reference #: 1205

**Department: Agriculture**Document Title: NASS Long-Range IRM  
Plan

Document Type: IRM PLAN

INPUT Reference #: 1205

**Department: Agriculture**Document Title: ASCS IRM Plan FY 94-  
98

Document Type: IRM PLAN

INPUT Reference #: 1205

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This newsletter is issued as part of INPUT's Federal Information Technology Procurement Analysis Reports Service. If you have questions or comments on this newsletter, please call your local INPUT organization or Bob Deller at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182, (703) 847-6870

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## SUBSCRIPTION SERVICES

- Information Services Markets
  - Worldwide and country data
  - Vertical industry analysis
- Business Integration Markets
- Client/Server Applications and Directions
- Client/Server Software
- Outsourcing Markets
- Information Services Vendor Profiles and Analysis
- EDI/Electronic Commerce
- U.S. Federal Government IT Markets
- IT Customer Services Directions (Europe)

## SERVICE FEATURES

- Research-based reports on trends, etc. (Over 100 in-depth reports a year)
- Frequent bulletins on events, issues, etc.
- 5-year market forecasts
- Competitive analysis
- Access to experienced consultants
- Immediate answers to questions
- On-site presentations
- Annual conference

## DATABASES

- Software and Services Market Forecasts
- Software and Services Vendors
- U.S. Federal Government
  - Procurement Plans (PAR)
  - Forecasts
  - Awards (FAIT)
- Commercial Application (LEADS)

## CUSTOM PROJECTS

For Vendors—analyze:

- Market strategies and tactics
- Product/service opportunities
- Customer satisfaction levels
- Competitive positioning
- Acquisition targets

For Buyers—evaluate:

- Specific vendor capabilities
- Outsourcing options
- Systems plans
- Peer position

## OTHER SERVICES

Acquisition/partnership searches

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# Federal Newsletter

A Publication from INPUT's Federal Procurement Analysis Reports Service

Vol. II, No.4

April 1994

## Version 2.X, More for Less

### Researcher's Corner

By Mary Beth Healey

INPUT has recently reviewed commercial software pricing for prepackaged desktop applications. Over the past five years commercial hardware prices have been declining, with price and performance ratio improving. INPUT expects the commercial software pricing might be following this same downward trend.

This assumption follows from changes in the software market, especially the popularity of Windows and the rise of the "suite." A software "suite" provides all the individual software programs a company might normally require: a word processor,

a spreadsheet and a desktop publishing or graphics package.

The rise of the "suite" packages presented by vendors, such as, Claris, Microsoft and Lotus has caused a shift in pricing. The lower cost of "suite" packages has forced competitors who only offered single packages, to follow competitive pricing or align themselves with another suite. This is the case with Novell who has purchased WordPerfect and bought Borland's Quattro Pro spreadsheet. Novell has gained a larger market share by combining UNIX, Novell, WordPerfect and Quattro 123. However, retail prices of these products have not decreased, but held constant. An increase in functionality has been coupled with constant product pricing.

As one result of this study, certain characteristics are apparent: (1) suggested retail prices do not resemble the actual selling price, (2) most software packages offer updated versions within 12 to 18 months of the original release at the same price, and (3) increases in functionality were incremental and designed to retain user loyalty.

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## INPUT Notes

### INPUT's Annual Federal Conference

INPUT's Annual Federal Conference will be held on June 23 and 24, 1994 at the Tyson's Corner Marriott in Vienna, VA. Please contact Barbara Fisher (703) 847-6870 for more information.

## March Procurement Highlights

### AIR FORCE

JTD V-01-176

Bids for the JTIDS Test Device program are due on April 4, 1994. An award is expected June 3, 1994.

CWS V-01-189

A Draft RFP for the Combat Weather Systems is due in July 1994. A Final RFP will be released in September 1994.

ICARDS V-01-204

A Draft RFP for the Intelligence and Community Analysis Requirements and Design Support program will be released in April 1994.

### ARMY

PORTABLES I V-02-107

The Army has a requirement for Portable Computers different than the requirements of SMC II. An RFP will be released in July 1994.

### DEFENSE

DEERS V-04E-002

The Defense Enrollment Eligibility Reporting System program was awarded to EDS on February 15, 1994 for \$85 million.

DMS-GOSIP V-04G-035

The Draft RFP for the Defense Message System procurement was released on March 2, 1994. The Final RFP is scheduled to be released in April 1994. Bids will be due 60 days after RFP release.

### ENERGY

VI-07-116

The Draft RFP for the Massively Parallel Scientific Computer program was released on February 15, 1994. The Final RFP is expected in May 1994.

### INTERIOR

MEDS VII-09-038

The RFP for the Modernization Engineering and Development Support procurement is scheduled to be released in April 1994.



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**STATE**

FEDCAC 101 VII-09C-002

The ADPE Modernization Program was awarded on February 14, 1994 to Technologies, Inc.

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**JUSTICE**

IAFIS-IS VII-10-057

The IAFIS Integration Support contract was awarded on February 7, 1994 to CTA for \$23,799,000 for the base year.

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**TRANSPORTATION**

SETA VII-11-052

The award made to Martin Marietta was canceled. Bids from bidders "in the competitive range" from the original procurement are due on May 23, 1994.

TAC VII-11-073

The Final RFP for the Technical Assistance Contract will be released on March 29, 1994. Bids will be due on May 24, 1994.

---

**TREASURY**

TCS VII-12-077

The award of the Treasury Communications System program is now expected in September 1994.

TDA I VII-12-098

BAFOs for the Treasury Department Acquisition - 1 program are due on April 27, 1994. An award is expected in mid-June 1994.

---

**EPA**

FAIR VIII-17-024

An RFC for the Facilities Administration and Information Resources program was released on March 17, 1994. Comments are due on April 18, 1994.

## Recent Library Acquisitions

**Department: NASA**

Document Title: NASA IRM Plan FY94-98

Document Type: IRM Plans

INPUT Reference #: 01215

**Department: Energy**

Document Title: IRM Long-Range Plan

INPUT Reference #: 06001

**Department: Energy**

Document Title: Info. Technology Resource Assessment

INPUT Reference #: 06002

Document Title: The U.S. Government Manual 1993-1994

Document Type: Reference Document

INPUT Reference #: 01817

**Department: Justice**

Document Title: National Criminal Justice Reference Service

Related PAR: VII-10-101

RFP #: OJP94R002

Document Type: RFP, Amendments

INPUT Reference #: 16025

*Continued on next page*

*Acquisitions . . . from page 3*

**Department: Air Force**

Document Type: Contract

INPUT Reference #: 32030.028

Contractor: Advanced Int. Tech., Inc.

Contract #: F0863590C0022

**Department: Air Force**

RFP #: F0460688R0032

Document Type: Contract

INPUT Reference #: 32020.029

Contractor: TRW

Contract #: F0460690D0001

**Department: Education**

Document Title: Educational Resources  
Information Center

RFP #: RFP94006

Document Type: RFP

INPUT Reference #: 05014

**Department: GAO**

Document Title: Immigration Issues:  
Making Needed Policy and Management

Document Type: GAO Report

INPUT Reference #: 1105.11

**Department: GAO**

Document Title: Illegal Aliens: Despite  
Data Limitations

Document Type: GAO Report

INPUT Reference #: 1105.11

**Department: Veterans Affairs**

Document Title: Management Studies  
and Analysis

Related PAR: VIII-16-024

RFP #: RFP1011993

Document Type: RFP

INPUT Reference #: 27018

**Department: Navy**

Document Title: Support Services

Related PAR: V-03-187

RFP #: N0002494R6360

Document Type: RFP, BML, Amendment  
INPUT Reference #: 02280.01

**Department: Treasury**

Document Title: Goals

Document Type: Contract

INPUT Reference #: 32257.001

Contractor: Control Data Corporation

Contract #: TFMS903

**Department: GSA**

Document Title: A Guide For Evaluating  
Proposals and Bids

INPUT Reference #: 01820

**Department: NASA**

Document Title: Simulation,  
Communications & Data Systems Support

RFP #: 1621130.1542

Document Type: RFP

INPUT Reference #: 32186.006

Contractor: Unisys

Contract #: NAS119119

**Department: NASA**

Document Title: Engineering and  
Technical Support

Document Type: Contract

INPUT Reference #: 32182.001

Contractor: PRC

Contract #: NAS213445

**Department: EPA**

Document Title: Technical & Enforcement  
Compliance Support Service

RFP #: D300256M1

Document Type: RFP, BML, Amendment

INPUT Reference #: 07010

**Department: OMB**

Document Title: OMB Circular A-130  
Revised

Document Type: Guide

INPUT Reference #: 01709



**Department: Transportation**

Document Title: Technical Support  
 Services Contract-II (TSSC-II)  
 Related PAR: VII-11-091  
 RFP #: DTFA0194R0004  
 Document Type: RFP, BML, Amendments  
 INPUT Reference #: 24240

**Department: Transportation**

Document Type: CONTRACT  
 INPUT Reference #: 32242.010  
 Contractor: Paramax Systems Corp.  
 Contract #:DTFA0192C00020

**Department: Commerce**

Document Title: Long-Range IRM Plan  
 FY 93-98  
 Document Type: IRM PLAN  
 INPUT Reference #: 1206

**Department: Energy**

Document Title: Information Resource  
 Management Support  
 Related PAR: VI-07-117  
 RFP #: DERP0594OR22194  
 Document Type: Amendments  
 INPUT Reference #: 06030

**Department: GAO**

Document Title: Older Americans Act -  
 The National Eldercare  
 Document Type: GAO Report  
 INPUT Reference #: 1105.13

**Department: GAO**

Document Title: Military Satellite  
 Communications - DOD Review  
 Document Type: GAO Report  
 INPUT Reference #: 1105.13

**Department: GAO**

Document Title: Federal Contracting -  
 Weaknesses Exist in NSF  
 Document Type: GAO Report  
 INPUT Reference #: 1105.13

**Department: GAO**

Document Title: Budget Issues - FY93  
 Budget Estimates & Actuals  
 Document Type: GAO Report  
 INPUT Reference #: 1105.13

**Department: GAO**

Document Title: Medicaid - A Program  
 Highly Vulnerable to Fraud  
 Document Type: GAO Report  
 INPUT Reference #: 1105.13

**Department: Air Force**

Document Title: Cheyenne Mountain  
 Complex Depot Support Contract  
 Related PAR: V-01-212  
 RFP #: F0460694R0026  
 Document Type: Draft SOW  
 INPUT Reference #: 02087

**Department: Agriculture**

Document Title: Forest Service IRM Plan  
 Document Type: IRM Plan  
 INPUT Reference #: 01204

**Department: Energy**

Document Title: IRM Headquarters  
 Long-range Site Plan  
 Document Type: IRM Plan  
 INPUT Reference #: 06031

**Department: Air Force**

Document Title: National Test-bed  
 Facility (O&M, R&D)  
 Related PAR: V-01-207  
 RFP #: F0560493R9010  
 Document Type: RFP  
 INPUT Reference #: 02088

**Department: Air Force**

Document Title: Acquisition Security and  
 Systems Security Support  
 Document Type: Progress Report  
 INPUT Reference #: 32020.030  
 Contractor: INS, CSC and RMS

*Continued on next page*

*Acquisitions . . . from page 5***Department: Air Force**

Document Type: Contract & Modifications

INPUT Reference #: 32020.031

Contractor: Kaman Sciences Corporation

Contract #:F0560493C9006

**Department: Air Force**

Document Type: Contract

INPUT Reference #: 32020.031

Contractor: Kaman Sciences

Contract #:F0560391C0011

**Department: Army**

Document Type: Contract

INPUT Reference #: 32021.025

Contractor: TRW

Contract #:DAEA2687C0001

**Department: GSA**

Document Title: Multiple Award Schedule  
Group 70

RFP #: KESO940001

Document Type: RFP

INPUT Reference #: 12070

**Department: GSA**

Document Title: Industrial Hygiene  
Services

Document Type: Contract

INPUT Reference #: 32140.003

Contractor: Indoor Testing/Environment

Contract #:GS10P92LSD0117

**Department: Air Force**

Document Title: National Air and  
Space Model

Related PAR:V-01-208

Document Type: Planning Materials

INPUT Reference #: 02089

**Department: Air Force**

Document Title: Combat Weather System

Related PAR: V-01-189

Document Type: Planning Materials

INPUT Reference #: 02090.001

**Department: Air Force**

Document Title: Contingency Theater  
Automated Planning System

Related PAR: V-01-205

RFP #: F1962894R0022

Document Type: Planning Materials

INPUT Reference #: 02090.002

**Department: Army**

Document Title: Battlefield Automated  
System

Related PAR:V-02-105

RFP #: DAAH0194RR008

Document Type: RFP

INPUT Reference #: 02169

Document Title: Federal Regional  
Executive Directory

Document Type: Reference

INPUT Reference #: 01302.01

**Department: Energy**

Document Title: Automated Data  
Processing Support Services

Related PAR: VI-07-117

RFP #: DERP0594R22194

Document Type: RFP, Amendments

INPUT Reference #: 06032

**Department: Energy**

Document Title: Environmental  
Management 1994

Document Type: Reference

INPUT Reference #: 06033



**Department: Veterans Affairs**

Document Title: Doing Business with the  
Department of VA

INPUT Reference #: 27019

**Department: Energy**

Document Title: Massively Parallel High  
Performance

RFP #: B278565

Document Type: Draft RFP

INPUT Reference #: 06034

**Department: Energy**

Document Type: Contract

INPUT Reference #: 32060.11

Contractor: Westinghouse

Contract #:DEAC09SR18035

**Department: Energy**

Document Type: Contract

INPUT Reference #: 32060.12

Contractor: EG&G

Contract #:DEAC2190MC26328

**Department: EPA**

Document Title: Fair RFC

Related PAR: VIII-17-024

RFP #: W301656A3

Document Type: RFC

INPUT Reference #: 07012

**Department: HHS**

Document Title: Document Control Rooms

Document Type: Contract

INPUT Reference #: 32131.003

Contractor: Zimmerman Associates

Contract #:223933000

Document Title: Federal Acquisition  
Regulation

Document Type: Reference Document

INPUT Reference #: 01600.06

## Recent DPAs

**ARMY**

3/3/94

KMA-94-0183

For the acquisition of International Maritime Satellite terminals, associated equipment and maintenance to support all qualifying requirements for use in CONUS and OCONUS locations for the Army, Air Force, Defense Information Systems Agency and Navy Telecommunications Certification Office users.

This DPA responds to an APR of 2/22/94. Other Federal organizations supported by Defense Commercial Communications Office may acquire terminals from the contract on a nonmandatory basis.

**COMMERCE**

1/31/94

KMA-87-0289(A)

For the acquisition of support services to integrate the Orbit and Attitude Tracking System (OATS) into the GOES I-M Telemetry and Command Systems (GIMTACS) at Suitland, Maryland.

This DPA responds to an APR of 1/21/94.

**DEFENSE**

1/28/94

KMA-94-0134

For the acquisition of software resources to support the Washington Headquarters Services, Directorate for Information Operations and Reports.

*Continued on next page*

*DPA's . . . from page 7*

This DPA responds to an APR of 1/10/94.  
This delegation may be the subject of later procurement management reviews by GSA.

1/28/94 KMA-91-0160(E)

For the modification of DPA KMA-91-0160 to acquire resources to support the Navy's Inventory Control Point Project.

This DPA responds to the APR of 1/14/94.

1/28/94 KMA-93-0325(A)

For the modification of DPA KMA-93-0325 provided on 7/13/93 to acquire software maintenance and support services for the Air Force.

This DPA responds to the APR of 1/14/94.

3/1/94 KMA-91-0502(B)

For the modification of DPA KMA-91-0502 provided on 10/21/92 to acquire a telephone switching system to meet the consolidated needs of the Defense Logistics Agency, the Department of Defense and Federal Government activities in the East Columbus, Ohio area served by the Information Processing Center - Columbus.

This DPA responds to the APR of 2/17/94.

1/28/94 KMA-92-0102(A)

For the modification of DPA KMA-92-0102 provided on 2/10/92 to acquire resources to support the Air Force ADP Operations and Design Centers Consolidation Project.

This DPA responds to the APR of 1/14/94.  
It may be the subject of later procurement management reviews by GSA.

1/28/94 KMA-88-0351(B)

For the modification of DPA KMA-88-0351 provided on 7/1/88 to acquire hardware resources to support Defense Logistics Agency automated information systems.

This DPA responds to the APR of 1/14/94.

1/28/94 KMA-89-0047(D)

For the modification of DPA KMA-89-0047 provided on 11/22/88 to acquire resources to support the Defense Logistics Agency Tape Subsystem Replacement project.

This DPA responds to the APR of 1/14/94.

3/3/94 KMA-94-0166

For the acquisition of services to support the Office of Civilian Health and Medical Program of the Uniform Services South Central Region Fiscal Intermediary Services contract.

This DPA responds to an APR of 2/4/94.

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## EDUCATION

3/4/94 KMA-94-0191

For the acquisition of Information Resources Management Technical Services.

This DPA responds to an APR of 2/24/94.  
Proposed business improvement metrics for this acquisition have been requested within 30 days of this DPA.



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**ENERGY**

3/7/94 KMA-94-0179

For the acquisition of support services for the Energy Information Administration.

This DPA responds to an APR of 2/18/94.

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**EPA**

3/9/94 KMA-94-0202

For the acquisition of support services for the Office of Mobile Sources Computer Center Operations at its facilities in Ann Arbor, Michigan.

This DPA responds to an APR of 3/7/94.

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**GPO**

3/9/94 KMA-94-0192

For the acquisition of software and support services to implement the Government Printing Office Electronic Information Access Act of 1993.

This DPA responds to an APR of 3/1/94.

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**HHS**

2/28/94 KMA-94-0186

For the acquisition of resources to support the National Aging Information Center.

This DPA responds to an APR of 2/18/94.

2/25/94 KMA-94-0171

For the acquisition of Systems Software Engineering Support Services (SSESS) for the Social Security Administration.

This DPA responds to an APR of 2/9/94. This delegation may be the subject of later procurement management reviews by GSA.

2/16/94 KMA-94-0172

For the acquisition of resources to support the Health Care Financing Administration's Network Technical Control Center Acquisition.

This DPA responds to an APR of 2/14/94.

3/25/94 KMA-94-0164

To acquire resources on behalf of the Public Health Service to support the Telecommunications Improvement Project.

This DPA responds to an APR of 2/1/94. This delegation is for a period not to exceed 5 years.

2/1/94 KMA-92-0427(B)

For the modification of DPA KMA-92-0427(A) provided on 7/1/93 to acquire Support Services for the Social Security Administration.

This DPA responds to the APR of 1/18/94.

2/2/94 KMA-92-0529(B)

For the modification of DPA KMA-92-0529 provided on 8/26/92 to acquire resources in support of the Health Care Financing Administration's Medicare Transaction System.

This DPA responds to the APR of 2/25/94.

*Continued on next page*

*DPA's . . . from page 9*

3/4/94 KMA-94-0178

For the acquisition of resources to support the National Institutes of Health's Highly Parallel Computer System.

This DPA responds to an APR of 2/18/94.

**INTERIOR**

2/1/94 KMA-94-0156

For the acquisition of resources in support of the National Park Service.

This DPA responds to an AP R of 1/31/94.

**JUSTICE**

3/1/94 KMA-94-0169

To acquire telecommunications resources to support the United States Attorney's Office for the Southern District of Texas at the Bank One building, 910 Travis Street, Houston, Texas.

This DPA responds to an APR of 2/17/94. DOJ may utilize the POTS contract to satisfy this requirement.

1/27/94 KMA-94-0135

For the acquisition of resources in support of the Department of Justices's Freedom of Information and Privacy Act Document Processing System.

This DPA responds to an APR of 1/12/94. The agency must ensure that accessibility needs are addressed under this acquisition.

2/1/94 KMA-94-0136

To acquire telecommunications resources to support the Federal Bureau of Investigation located in New York.

This DPA responds to an APR of 1/12/94 and covers a period not to exceed 10 years.

1/28/94 KMA-91-0500(C)

For the modification of DPA KMA-91-0500(B) provided on 12/2/92 to acquire resources in support of the Federal Bureau of Investigation's Direct Access Storage Devices and Maintenance requirements.

This DPA responds to the APR of 1/24/94.

2/24/94 KMA-85-0215(R)

For the modification of DPA KMA-85-0215(Q) on 1/27/94 to acquire telecommunications services in support of the Department of Justice Washington Area Switch Program (WASP).

This DPA responds to an APR of 2/24/94.

3/2/94 KMA-94-0057(A)

For the modification of DPA KMA-94-0057 on 11/29/93 to acquire support services for the Immigration and Naturalization Service Information Technology Partnership ITP program.

This DPA responds to the APR of 2/8/94. Proposed business improvement metrics for this acquisition have been requested within 30 days of this DPA.

3/8/94 KMA-93-0495(B)

For the modification of DPA KMA-93-0495(A) on 12/9/93 to acquire support



services for the Immigration and Naturalization Service nationwide.

This DPA responds to the APR of 3/3/94, and grants approval to exercise the second three (3) month option of the contract.

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## NASA

3/8/94 KMA-93-0092(A)

For the modification of DPA KMA-93-0092 on 2/19/93 to acquire High Performance Cell-Relay Data Communications Service.

This DPA responds to the APR of 3/3/94.

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## NAVY

1/28/94 KMA-94-0154

For the acquisition of resources to support the Naval Shipyard Network Operations Control Center at Norfolk, Virginia.

This DPA responds to an APR of 1/18/94.

3/4/94 KMA-94-0180

For the acquisition of resources for the Naval Sea Systems Command's Naval Undersea Warfare Center Division located at Newport, Rhode Island.

This DPA responds to an APR of 2/10/94.

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## SBA

2/10/94 KMA-94-0167

For the Agency-wide Communications and Computing for Effective Support Systems (ACCESS) for an Enterprise-side Computing Environment.

This DPA responds to an APR of 2/8/94.

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## STATE

3/4/94 KMA-94-0173

Department for the acquisition of support services for the machine-readable visa, machine-readable passport and related systems for the Bureau of Consular Affairs.

This DPA responds to an APR of 2/9/94. Proposed business improvement metrics for this acquisition have been requested within 30 days of this DPA.

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## TRANSPORTATION

2/2/94 KMA-94-0151

For the acquisition of support services in support of the Federal Aviation Administration's Technical Center in Atlantic City, New Jersey.

This DPA responds to an APR of 1/14/94.

2/7/94 KMA-94-0162

For the acquisition of support services for the Federal Aviation Administration's Metropolitan Area Network.

This DPA responds to an APR of 1/27/94.

2/15/94 KMA-94-0168

For the acquisition of services in support of the Maritime Administration.

This DPA responds to an APR of 2/1/94.

*Continued on next page*

*DPA's . . . from page 11*

**2/28/94** **KMA-94-0152(A)**

For the modification of DPA KMA-94-0152 provided on 1/25/94 to acquire resources in support of the Federal Aviation Administration's System Engineering and Integration contract.

This DPA responds to the APR of 2/25/94.

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**TVA**

**3/1/94** **KMA-90-0180(C)**

For the modification of DPA KMA-90-0180 provided on 5/3/90 to acquire compatible database management software.

This DPA responds to the APR of 2/10/94.

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**TREASURY**

**2/25/94** **KMA-90-0347(C)**

For the modification of DPA KMA-90-0347 provided on 11/16/90 for the Internal Revenue Service's Document Processing System (DPS).

This conditional DPA responds to the APR of 2/10/94. GSA has asked Treasury to measure the successful business process improvements that will be realized through this acquisition.

**2/23/94** **KMA-94-0093(A)**

For the modification of DPA KMA-94-0093 of 1/7/94 for an exception to the use of GSA's Consolidated Local Telecommunications Service.

This DPA responds to the APR of 1/31/94. The exception is approved for five years and authorizes the acquisition of telecommunications switching systems from the Treasury's Telecommunications System contract.

**2/28/94** **KMA-94-0159**

For an exception to the mandatory use of GSA's consolidated local telecommunications service for the Internal Revenue Service's Fresno Service Center, Fresno, CA.

This DPA responds to an APR of 1/31/94. This exception is approved for a period of five years.

**2/23/94** **KMA-94-0170**

For an exception to the mandatory use of GSA's consolidated local telecommunications service for the Internal Revenue Service's Austin Service Center, Austin, Texas.

This DPA responds to an APR of 2/8/94. This approval authorizes the acquisition of telecommunications switching systems from Treasury's Telecommunications System contract.

**2/25/94** **KMA-94-0174**

For the acquisition of Services for the Financial Management Services' Government On-Line Accounting Link System.

This DPA responds to an APR of 2/9/94.



# Federal Newsletter

A Publication from INPUT's Federal Procurement Analysis Reports Service

Vol. II, No. 5 May 1994

## Business Process Re-engineering in the Federal Government How to Redo it Right

**Researcher's Corner**

*By Dianne Kaminsky*

Many agencies have been involved in re-engineering their major programs and IT support for several years. With the NPR study initiated in 1993, all agencies are challenged to reinvent the way they operate. The challenge is to work better at less cost.

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GSA has made a change in the way it now delegates procurement authority to large, highly visible programs. Currently, there are approximately 15 programs, from 10 different departments, that have been granted Delegation of Procurement Authority (DPA) from GSA contingent upon the agency submitting performance metrics. Performance metrics are standards jointly put together by the agency requesting procurement authority and GSA. The metrics greatly vary with each program and agency. The three measurables followed by the performance metrics are time, quality and cost. Time relates to the delivery of services, cost measures the cost saving of a particular program and quality represents how well the public is served. The performance metrics are derived to measure the successful business process improvements that will be realized through a particular program.

## Re-engineering . . . from page 1

Certain agencies have already begun to take the leap into business process re-engineering. One example is the Department of Agriculture. The Department of Agriculture hails itself as one of the first agencies to begin business process re-engineering before NPR. USDA has taken several steps to examine how they can perform better internally and for the customer.

Several steps have been taken to improve the business process at USDA. A revamping of the agencies will occur—approximately 25% of the USDA field offices nationwide will close. Another major step USDA has taken was the formation of Team USDA. The team, from varying agencies within USDA, will emphasize how the department, as a whole, must work together. The USDA has started three major initiatives: INFO SHARE, MAP and FISVIS are programs to re-engineer their internal, external and financial systems. The three programs will promote continuous improvement and streamline department processes.

INPUT is in the process of producing a report "Business Process Re-engineering in The Federal Government." Some of the agreements on issues relative to BPR found in the report include:

- Business Process Improvement is more prevalent than Business Process Re-engineering
- The concept is relatively new in the federal government

- Reducing the cost of doing business was a primary motivator
- Culture change within the agencies presents the greatest challenge
- Top level, executive commitment is mandatory for BPR activities to have any degree of success

## April Procurement Highlights

### Air Force

RDS V-01-184

An RFP for the Regional Distribution System expected in early May 1994.

ISS V-01-197

An award for the Intelligence System Support program is expected in July 1994.

### Army

AIT V-02-077

Syscon protested the award of the Automatic Identification Technologies program to Intermec.

SWC V-02-094

The PEO Stamis Workstation Contract will be awarded in July 1994.



V-02-107

The RFP for the Portables I program is expected on April 29, 1994.

PC I V-02-109

The RFP is expected for the Personal Computer I program is expected April 29, 1994.

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## Navy

PC-LAN+ V-03-155

A Draft RFP for the Navy PC LAN Plus contract is expected in May 1994.

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## Defense

DMS-GOSIP V-04G-035

The RFP for the Defense Message System was released on March 16, 1994.

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## HHS

VII-08-042

Bids for the HCFA Data Center Facility Management program are due on May 24, 1994.

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## Education

VII-13-028

An award of the Educational Resources Information Center program will be made in June 1994.

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## GSA

FEDSIM VIII-14-022

A Draft RFP for the FEDSIM Multiple award Contracts was released on April 10, 1994.

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## VA

VBA MOD VII-16-011

An RFC for Stage III was released on March 29, 1994.

# INPUT Notes

## INPUT'S Annual Conference

INPUT's Annual Federal Conference will be held on June 23 and 24, 1994 at the Tyson's Corner Marriott in Vienna, VA. For reservations please call Barbara Fisher (703) 847-6870.

## INPUT'S Executive Conference

INPUT's Annual Executive Conference is scheduled for September 22 and 23, 1994 at the Westfields International Conference Center in Chantilly, VA.

## Recent Library Acquisitions

**Department: National Security Agency**

Document Title: Information Systems Security Products and Service  
Document Type: Reference  
INPUT Reference #: 01800

**Department: Justice**

Document Title: Information Technology Partnership Competitive Acquisition  
Related PAR: VII-10-102  
RFP #: HQ9405  
Document Type: RFP, DSOW, BML, Notes, IS  
INPUT Reference #: 16208

**Department: HHS**

Document Title: HCFA Data Center Facilities Management  
Related PAR: VII-08-042  
RFP #: HCFA94025/RS  
Document Type: RFP  
INPUT Reference #: 13218

**Department: HHS**

Document Title: CDS System Programming, Analytical, & Ops Support  
Related PAR: VII-08-092  
RFP #: 213940005  
Document Type: RFP, BML, Amendment  
INPUT Reference #: 13117

**Department: GAO**

Document Title: Housing Finance-Expanding Capital for Affordable  
Document Type: GAO Report  
INPUT Reference #: 1105.14

**Department: GAO**

Document Title: U.S. Postal Service-Newly Designed Retail Store  
Document Type: GAO Report  
INPUT Reference #: 1105.14

**Department: GAO**

Document Title: Government Contractors-Cost of Service Contractor  
Document Type: GAO Report  
INPUT Reference #: 1105.14

**Department: GAO**

Document Title: Department of Energy-The Property Management System at Rocky Flats  
Document Type: GAO Report  
INPUT Reference #: 1105.14

**Department: GAO**

Document Title: Energy Management-Inadequate DOE Monitoring  
Document Type: GAO Report  
INPUT Reference #: 1105.14

**Department: GAO**

Document Title: Addressing the Deficit-Budgetary Implications  
Document Type: GAO Report  
INPUT Reference #: 1105.14

**Department: GAO**

Document Title: Intelligence Programs-Inquiry into Contracting  
Document Type: GAO Report  
INPUT Reference #: 1105.14

**Department: GAO**

Document Title: Financial Management-Defense Business Operation  
Document Type: GAO Report  
INPUT Reference #: 1105.14



**Department: GAO**

Document Title: Automated Welfare  
Systems-Historical Costs  
Document Type: GAO Report  
INPUT Reference #: 1105.14

**Department: GAO**

Document Title: Weather Forecasting-  
Systems Architecture  
Document Type: GAO Report  
INPUT Reference #: 1105.14

**Department: GAO**

Document Title: Reports and Testimony,  
February 1994  
Document Type: GAO Report  
INPUT Reference #: 1105.14

**Department: GAO**

Document Title: Federal Research-  
Interim Report on High Technology  
Document Type: GAO Report  
INPUT Reference #: 1105.15

**Department: GAO**

Document Title: Tactical Intelligence-  
Reconsider All-Source Analysis  
Document Type: GAO Report  
INPUT Reference #: 1105.15

**Department: GAO**

Document Title: Overhead Costs -  
Unallowable and Questionable Cost  
Document Type: GAO Testimony  
INPUT Reference #: 1105.15

**Department: GAO**

Document Title: Managed Health Care-  
Effect on Employer Cost  
Document Type: GAO Testimony  
INPUT Reference #: 1105.15

**Department: GAO**

Document Title: Budget Process-Some  
Reforms Offer Promise  
Document Type: GAO Testimony  
INPUT Reference #: 1105.15

**Department: GAO**

Document Title: Tax Systems  
Modernization: Status of Planning  
Document Type: GAO Testimony  
INPUT Reference #: 1105.15

**Department: GAO**

Document Title: Health Care in Hawaii-  
Implications National Reform  
Document Type: GAO Report  
INPUT Reference #: 1105.15

**Department: GAO**

Document Title: Improving Government-  
GAO's View on HR 3400  
Document Type: GAO Testimony  
INPUT Reference #: 1105.15

**Department: AIR FORCE**

Document Title: Intelligence Community  
Analysis Requirements  
Related PAR: V-01-204  
Document Type: Draft RFP  
INPUT Reference #: 02090.004

**Department: Defense**

Document Title: Realtime Automated  
Personnel Identification System  
Related PAR: V-03-186  
RFP #: DASW0194R0027  
Document Type: Draft RFP  
INPUT Reference #: 02503

*Continued on next page*

*Acquisitions . . . from page 5*

**Department: Interior**

Document Type: Contract  
INPUT Reference #: 32150.006  
Contractor: Diversified Technical  
Contract #: OCS7000090

**Department: Transportation**

Document Title: ADP &  
Telecommunication Services  
Related PAR: VII-11-081  
RFP #: DTOS5994R00001  
Document Type: Amendments  
INPUT Reference #: 24241

**Department: Personnel Management**

Document Title: FERS Automated  
Processing System  
Document Type: Contract  
INPUT Reference #: 32200.01  
Contractor: Computer Sciences  
Corporation  
Contract #: OPM93BP02905

**Department: GSA**

Document Title: TSC  
Document Type: Contract  
INPUT Reference #: 32140.004  
Contractor: Booz-Allen and Hamilton  
Contract #: GS00K92AHD0005

**Department: EPA**

Document Title: Analytical Support  
RFP #: W904971D1  
Document Type: RFP  
INPUT Reference #: 32070.011  
Contract #:68W10005

**Department: EPA**

Document Title: LANs  
Document Type: Contract  
Related PAR: VIII-17-012

INPUT Reference #: 32070.012

Contractor: Concept Automation Inc.  
Contract #:68W20009

**Department: Air Force**

Document Title: TEAMS  
Document Type: Delivery Orders  
INPUT Reference #: 32020.031  
Contractor: RMS, ISN and CSC  
Contract #: F0863589D0218, 0219, 0031

**Department: Navy**

Document Title: Document Conversion  
Services  
Contractor: Docucon  
Contract #: N0014091D0270  
Document Type: CONTRACT  
INPUT Reference #: 32022.036

**Department: Navy**

Document Type: Contract  
Contractor: Intergraph Corp.  
Contract #: N6603293D0021  
INPUT Reference #: 32022.037

**Department: Navy**

Document Type: Contract  
Contractor: Cordant  
Contract #: N6603293D0022  
INPUT Reference #: 32022.038

**Department: GAO**

Document Title: Department of Energy-  
Challenges to Implementing  
RFP #: RCED94150  
Document Type: GAO REPORT  
INPUT Reference #: 1105.15



**Department: GAO**

Document Title: Overhead Costs-  
Unallowable and Questionable Cost  
RFP #: NSIAD94113  
Document Type: GAO Report  
INPUT Reference #: 1105.15

**Department: GAO**

Document Title: Small Business  
Administration-Inadequate Oversight  
RFP #: OSI9423  
Document Type: GAO Report  
INPUT Reference #: 1105.15

**Department: GAO**

Document Title: Financial Management-  
DoD's Effort to Improve Operation  
RFP #: TAMIDNSIAD94146  
Document Type: GAO Testimony  
INPUT Reference #: 1105.15

**Department: GAO**

Document Title: Health Care Reform-  
How Proposal Addresses Fraud  
RFP #: THEHS94124  
Document Type: GAO Testimony  
INPUT Reference #: 1105.15

**Department: GAO**

Document Title: Social Security  
Administration-Many Letters Difficult to  
Understand  
RFP #: THEHS94126  
Document Type: GAO Testimony  
INPUT Reference #: 1105.15

**Department: GAO**

Document Title: Acquisition Reform-Role  
of Test and Evaluation  
RFP #: TNSIAD94124  
Document Type: GAO Testimony  
INPUT Reference #: 1105.15

**Department: GAO**

Document Title: Information  
Management-Need for a Chief Information  
Officer  
RFP #: TAIMD9498  
Document Type: GAO Testimony  
INPUT Reference #: 1105.15

Document Title: STATE Executive  
Directory MAR/JUN 1994  
Document Type: Reference  
INPUT Reference #: 01302.02

**Department: Veterans Affairs**

Document Title: VBA Modernization  
Related PAR: VIII-16-011  
RFP #: 101894  
Document Type: Reference  
INPUT Reference #: 27020

**Department: HHS**

Document Title: End User Computing II  
Related PAR: VII-08-080  
RFP #: HCFARFP93034/CR  
Document Type: RFP  
INPUT Reference #: 13219

**Department: HHS**

Document Title: NIAID Network Services  
Related PAR: VII-08-093  
RFP #: NIAIDoD9450  
Document Type: RFP  
INPUT Reference #: 13118

**Department: GAO**

Document Title: DoD Contracting-Extent  
and Impact Contract Bundling  
RFP #: GAONSIAD94137  
Document Type: GAO Report  
INPUT Reference #: 1105.16

*Continued on next page*

*Acquisitions . . . from page 7*

**Department: HHS**

Document Title: ADP Support Services  
Document Type: Contract  
INPUT Reference #: 32130.08  
Contractor: AAS Associates  
Contract #: 213930028

**Department: GAO**

Document Title: DoD Procurement-Millions in Overpayments Returned  
RFP #: GAONSIAD94106  
Document Type: GAO Report  
INPUT Reference #: 1105.16

**Department: GAO**

Document Title: Energy Management-Inadequate DOE Monitoring  
RFP #: GAOTRCED94128  
Document Type: GAO Testimony  
INPUT Reference #: 1105.16

**Department: GAO**

Document Title: Postal Service-Issues Related to Settling a Dispute  
RFP #: GAOGGD9492  
Document Type: GAO Report  
INPUT Reference #: 1105.16

**Department: GAO**

Document Title: Multiple Employment Training Programs  
RFP #: GAOHEHS9488  
Document Type: GAO Report  
INPUT Reference #: 1105.16

**Department: GAO**

Document Title: Medicare-Beneficiary Liability Paramedic Services  
RFP #: GAOHEHS94122BR  
Document Type: GAO Report  
INPUT Reference #: 1105.16

**Department: GAO**

Document Title: VA Health Care- VA Medical Centers in 1991  
RFP #: GAOHEHS94113FS  
Document Type: GAO Report  
INPUT Reference #: 1105.16

**Department: GAO**

Document Title: INS User Fees-INS Working to Improve Management  
RFP #: GAOGGD94101  
Document Type: GAO Report  
INPUT Reference #: 1105.16

**Department: GAO**

Document Title: Financial Management-Financial Control  
RFP #: GAOTAIMDNSIAD94154  
Document Type: GAO Testimony  
INPUT Reference #: 1105.16

**Department: National Research Council**

Document Title: Modernization of Worldwide Military C2  
Document Type: Report, Implementation Plan  
INPUT Reference #: 02504

**Department: GSA**

Document Title: FEDSIM Support Services  
Related PAR: VIII-14-022  
RFP #: GSKEG9600  
Document Type: Draft RFP  
INPUT Reference #: 12050

**Department: GSA**

Document Title: FTS 2000 Recompete Concept Development Record #1  
Related PAR: VIII-14-030  
Document Type: Reference  
INPUT Reference #: 12051



**Department: Army**  
 Contractor: DPRA  
 Contract #: DAAA0591C0005  
 Document Type: Contract  
 INPUT Reference #: 32021.026

**Department: EPA**  
 Document Title: Library Services &  
 Record Management  
 Related PAR: VIII-17-019  
 Document Type: Task Orders  
 INPUT Reference #: 32070.003A  
 Contractor: LABAT-ANDERSON  
 Contract #: 68W90052

## Recent DPA's

### AID

**3/31/94** KMA-90-0259(B)  
 For the modification of DPA KMA-90-0259 of 12/8/87 to acquire support services for its office in Washington, DC, and approximately 100 missions overseas.  
 This DPA responds to the APR of 3/31/94.

**3/31/94** KMA-94-0038(A)  
 For the modification of DPA KMA-94-0038 of 11/26/93 to acquire support services in Washington, DC and approximately 100 missions of the Agency for International Development in less developed countries.

This DPA responds to the APR of 3/8/94.

**3/31/94** KMA-94-0250  
 For the acquisition of services for its office in Washington, DC and approximately 100 missions overseas.

This DPA responds to an APR of 3/8/94.  
 This DPA is valid through 5/20/94.

### Army

**3/25/94** KMA-86-0332(D)  
 For the modification of DPA KMA-86-0332(C) on 3/1/93 for the Training Ammunition Management Information System (TAMIS).

This DPA responds to the APR of 3/18/94.  
 Extension to the temporary exemption to FTS2000 is under review.

**3/15/94** KMA-88-0303(A)  
 For the modification of DPA KMA-88-0303 on 6/8/88 for Interim ADPE and Scientific Equipment Maintenance and Support.

This DPA responds to the APR of 2/28/94.  
 The contract will include one-month renewable options for the last four months of the contract.

**3/24/94** KMA-93-0087(A)  
 For the modification of DPA KMA-93-0087 on 2/3/93 for the Automatic Identification Technology (AIT) system.

This DPA responds to APR of 3/18/94.

**3/31/94** KMA-92-0438(B)  
 For the cancellation of DPA KMA-92-0438(A) of 7/6/92 and amended on 9/11/92 for the acquisition of nonpersonal Technical Support Services to support the U.S. Army Information Systems Command, 5th Signal Command, Worms, Germany.

*Continued on next page*

*DPAs . . . from page 9*

This DPA responds to a request of 3/10/94.

**3/31/94** KMA-93-0523(A)

For an amendment to DPA KMA-93-0523 of 9/30/93 for the acquisition of Maintenance Services for Access System M-100-5 Automated Retrieval System for the Army Reserve Personnel Center.

This DPA responds to an APR of 3/29/94.

**3/31/94** KMA-94-0245

For the acquisition of software and support services for the U.S. Army Operational Test and Evaluation Command Information Management Support project.

This DPA responds to an APR of 3/28/94.

**4/1/94** KMA-94-0246

To acquire Network Services Upgrade for Defense Metropolitan Area Telephone Systems, Boston (DMATS-Boston).

This DPA responds to an APR of 3/25/94. DPA is granted for five years. The Army will manage the telephone system and provide service to other government agencies.

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**Arms Control and Disarmament Agency**

**3/21/94** KMA-94-0189

For the acquisition of interim operations management and development technical support.

This DPA responds to an APR of 2/25/94.

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**Defense**

**3/10/94** KMA-92-0136(C)

For the modification of DPA KMA-92-0136 on 3/6/92 to acquire resources to support the Defense Commissary Information System.

This DPA responds to the APR of 3/3/94.

**3/24/94** KMA-93-0352(C)

For the modification of DPA KMA-93-0352 on 6/30/93 to acquire resources to support the Defense Information Systems Agency, Bulk Facsimile Acquisition Project.

This DPA responds to the APR of 3/16/94.

**3/24/94** KMA-94-0068A

For the modification of DPA KMA-94-0068 on 11/24/93 to acquire hardware and maintenance to support the Defense Logistics Agency, Defense Technical Information Center.

This DPA responds to the APR of 3/16/94.

**3/29/94** KMA-94-0209

For the acquisition of services to support the Defense Finance and Accounting Service Document Imaging Program.

This DPA responds to an APR of 3/10/94. DoD must submit performance metrics to measure the successful business process improvements.

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**Energy**

**3/29/94** KMA-92-0124(A)

For the modification of DPA KMA-92-0124 on 7/29/92 to acquire resources in support



of the Office of Information Technology and Services.

This DPA responds to the APR of 3/18/94.

**4/5/94** KMA-93-0104(A)  
For the modification of DPA KMA-93-0104 Of 2/9/93 to acquire support services for the Western Area Power Administration.

This DPA responds to the APR of 3/8/94.

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## FEMA

**3/23/94** KMA-94-0200  
For the acquisition of Systems Engineering and Technical Assistance support services.

This DPA responds to an APR of 3/4/94. It is provided for 60 days. Upon submission of a follow-up APR, a DPA will be granted for the remaining seven months requested.

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## HHS

**3/21/94** KMA-94-0207  
For the acquisition of resources to support, the National Institute of Allergy and Infectious Diseases (NIAID).

This DPA responds to an APR of 3/8/94.

**4/5/94** KMA-93-0178(A)  
For the modification of DPA KMA-93-0178 of 3/17/93 to acquire resources for the Social Security Administration's Processing Center.

This DPA responds to the APR of 3/30/94.

---

## GPO

**3/31/94** KMA-94-0249  
For the acquisition of resources to support the Integrated Processing System (IPS) project.

This DPA responds to an APR of 3/24/94.

---

## HHS

**3/25/94** KMA-92-0031(E)  
To acquire blanket authority for local telecommunications services.

This DPA responds to an APR of 2/16/94. Only new locations in Rockville, Gaithersburg and Shady Grove, Maryland may be added to the PHS System without submission of an APR.

**3/11/94** KMA-92-0433(B)  
For the modification of DPA KMA-92-0433(A) on 3/8/93 to acquire resources to establish and operate Clinical Data Abstraction Center for Health Care Quality Improvement Initiative program.

This DPA responds to the APR of 2/17/94. HHS must submit performance metrics to measure the successful business process improvements that will be realized through this acquisition.

**4/6/94** KMA-92-0155(D)  
For the modification of DPA KMA-92-0155(C) of 9/17/93 to acquire resources in support of the Social Security Administration's Interim Intelligent Workstation/Local Area Network project.

*Continued on next page*

*DPA's . . . from page 11*

This DPA responds to the APR of 3/30/94.

**3/15/94** **KMA-93-0399(A)**

For the modification of DPA KMA-93-0399 of 7/22/93 to acquire support services for the Department of Health and Human Services' (HHS) National Heart, Lung, and Blood Institute's Applications Development Program.

This DPA responds to the APR of 3/9/94.

---

## **Interior**

**3/25/94** **KMA-94-0233**

For the acquisition of support services for the U.S. Geological Survey.

This DPA responds to an APR of 3/23/94.

---

## **Justice**

**3/14/94** **KMA-85-0215(S)**

For the modification of DPA KMA-85-0215(R) on 2/24/94 to acquire telecommunications services in support of the Department of Justice Washington Area Switch Program.

This DPA responds to the APR of 3/10/94.

**3/21/94** **KMA-94-0208**

For the acquisition of software to support Criminal Justice Information Services Division microcomputer systems.

This DPA responds to an APR of 3/8/94.

**3/30/94** **KMA-94-0229**

For the acquisition of programming support services for the United States Trustees Program (USTP).

This DPA responds to an APR of 3/16/94.

**3/25/94** **KMA-94-0212**

To acquire telecommunications resources to support the Federal Bureau of Investigation's Information Technology Center in Butte, Montana.

This DPA responds to an APR of 3/10/94.

DOJ may utilize the POTS contract to satisfy this requirement.

**3/31/94** **KMA-93-0206(A)**

For the cancellation of DPA KMA-93-0206 of 5/26/93 to acquire support services from the Department of Energy's Work for Others Program for the Department of Justice's, Federal Bureau of Investigation.

This action responds to the letter of 3/25/94.

**3/16/94** **KMA-94-0177**

For the acquisition of services to support the Federal Bureau of Investigation (FBI).

This DPA responds to an APR of 2/17/94.

**3/31/94** **KMA-94-0241**

For the acquisition of services in support of the Federal Bureau of Investigation.

This DPA responds to an APR of 3/25/94.



---

## Library of Congress

3/28/94 KMA-94-0235

For the acquisition of resources for the Library of Congress High-Level Workstation Requirement.

This DPA responds to an APR of 3/23/94. LoC must ensure that EPA Energy Star requirements are met.

4/4/94 KMA-91-0306(B)

For the modification of DPA KMA-91-0306 of 9/19/91 to acquire resources in support of the Federal Library and Information Network.

This DPA responds to the APR of 1/3/94.

---

## NASA

3/28/94 KMA-91-0091(G)

For the modification of DPA KMA-91-0091 on 3/15/91 to acquire Program Support Communications.

This DPA responds to the APR of 3/25/94.

3/16/94 KMA-92-0079(C)

For the modification of DPA KMA-92-0079 on 1/2/92 to acquire Scientific and Engineering Workstations.

This DPA responds to the APR of 2/24/94. GSA will require pricing reports every six months.

4/6/94 KMA-93-0380(A)

For the modification of DPA KMA-93-0380 of 8/6/93 to acquire Independent Systems Engineering and Technical Support.

This DPA responds to the APR of 4/1/94.

3/14/94 KMA-94-0176

For the acquisition of Pacific Communications Network Connectivity Services.

This DPA responds to an APR of 2/15/94.

---

## Navy

KMA-93-0094(D)

For modification to DPA KMA-93-0094 on 3/3/93 for the Tactical Advanced Computer-4 (TAC-4) project.

This DPA responds to an APR of 3/16/94. GSA will require pricing reports every six months. Navy must submit performance metrics to measure the successful business process improvements.

3/21/94 KMA-93-0132(A)

For the modification of DPA KMA-93-0132 on 3/9/93 for the acquisition of resources for the Computer and Information Resources Department, Naval and Undersea Warfare Center Division, Newport, Rhode Island.

This DPA responds to the APR of 3/9/94.

3/21/94 KMA-93-0343(A)

For the modification of DPA KMA-93-0343 on 8/3/93 for the acquisition of resources for the Bureau of Naval Personnel's Digital Camera Imaging System.

This DPA responds to the APR of 2/11/94.

*Continued on next page*

*DPAs . . . from page 13*

**3/22/94** KMA-94-0001(A)  
 For the modification of DPA KMA-94-0001 on 10/14/93 to acquire resources in support of the Program Executive Office, Theater Air Defense Surface Ship Electronic Warfare Trainer program.

This DPA responds to the APR of 3/10/94.

**3/25/94** KMA-94-0227  
 For the acquisition of maintenance services for the Naval Supply Systems Command's Defense Printing Service.

This DPA responds to an APR of 3/10/94.

**3/23/94** KMA-94-0231  
 For the acquisition of support services for the Naval Criminal Investigative Service.

This DPA responds to an APR of 3/3/94.

**4/6/94** KMA-91-0062(B)  
 For the modification of DPA KMA-91-0062 of 12/17/91 to acquire a Tape Library System for the Naval Computer and Telecommunications Command's Regional Data Automation Centers.

This DPA responds to the APR of 3/21/94.

---

**State**

**3/21/94** KMA-93-0526(A)  
 For the modification of DPA KMA-93-0526 on 9/23/93 to acquire computer operations support services for the Bureau of Diplomatic Security.

This DPA responds to the APR of 3/16/94.

**3/14/94** KMA-93-0171(A)  
 For the modification of DPA KMA-93-0171 of 3/19/93 to acquire continued support services for financial systems.

This DPA responds to the APR of 3/4/94.  
 DPA is granted only through 4/14/94.  
 State must meet with GSA to discuss the KMA

**3/18/94** -92-0154 reprourement.  
 KMA-94-0211  
 For the acquisition of support services for personnel systems for the Bureau of Personnel.

This DPA responds to an APR of 3/10/94.

---

**Transportation**

**3/16/94** KMA-92-0165(A)  
 For the modification of DPA KMA-92-0165 on 4/10/92 to acquire services in support of the Federal Aviation Administration's System Engineering and Technical Assistance program.

This DPA responds to the APR of 3/8/94.

**3/21/94** KMA-93-0463(A)  
 For the modification of DPA KMA-93-0463 on 8/31/93 to acquire resources in support of the Federal Aviation Administration's Technical Center in Atlantic City, New Jersey.

This DPA responds to the APR of 2/24/94.  
 DOT must submit performance metrics to measure the successful business process improvements.



3/30/94 KMA-94-0102(A)

For the modification of DPA KMA-94-0102 on 12/23/93 to acquire resources in support of the Federal Aviation Administration's Administrative Data Transmission Network.

This DPA responds to the APR of 3/14/94. Approval is granted only through 4/30/94.

3/17/94 KMA-94-0193

For the acquisition of services in support of the Federal Aviation Administration's operational oceanic automated systems.

This DPA responds to an APR of 3/1/94.

3/21/94 KMA-94-0198

For the acquisition of resources in support of the Federal Aviation Administration's Terminal Standalone Radar Training System program.

This DPA responds to an APR of 2/25/94. This DPA is limited to a contract life not to exceed 60 months. DOT must submit performance metrics to measure the successful business process improvements.

## Treasury

3/15/94 KMA-90-0264(B)

For the modification of DPA KMA-90-0264A on 6/12/91 for the Internal Revenue Service's Service Center Support System-Host Acquisition (SCSS-HA) project.

This DPA responds to the APR of 2/14/94. Treasury must submit performance metrics to measure the successful business process improvements that will be realized through this acquisition.

3/31/94 KMA-90-0069(I)

For an exception to the mandatory use of the Consolidated Local Telecommunications Service for the IRS Albuquerque District Office at 5320 Montgomery Boulevard NE., Albuquerque, New Mexico.

This DPA responds to an APR of 3/11/94. The DPA is for a period of five years.

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  - Forecasts
  - Awards (FAIT)
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# Federal Newsletter

A Publication from INPUT's Federal Procurement Analysis Reports Service

Vol. II, No. 6

June 1994

## Standardizing Electronic Commerce, Not as Simple as ABC

### Researcher's Corner

*by Jeff West*

Once again the federal government has revealed their misconception on how replacing technologies will bring instant benefits. This is obvious in the "Streamlining Procurement through Electronic Commerce" Draft Review released on April 29, 1994. This report, produced by the Federal Electronic Commerce, shows how the government over estimates the front-end benefits and under estimates the front-end costs.

The review notes the president's memorandum of October 26, 1993, which set forth four milestones for the

implementation of electronic commerce (EC). These aggressive milestones are perfect examples of the misconception that exists at the administrative level of the federal government. The four milestones are:

- March 1994: Define architecture and identify departments and agencies responsible for electronic system.
- September 1994: Establish initial EC capability and begin government-wide implementation.
- July 1995: Implement full-scale federal EC system.
- January 1997: Complete government-wide implementation to maximum extent possible.

The Draft admits the aggressiveness of these milestones, but does not fully admit to the complications arising from these milestones. Already, the first milestone passed with a month-late draft release of the EC strategy.

*Continued on next page*

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Library Acquisitions .....	4
Recent DPAs .....	10

## *Standardizing ... from page 1*

The misconceptions do not end with just the milestones, though. The report also lists the benefits that the government and suppliers can expect:

- Government
  - Lower prices
  - Increased competition
  - Increased buyer productivity
  - Better management information
  - Reduced acquisition times and costs
  - Better inventory control
- Suppliers
  - Improved profitability and cash flow
  - Increased opportunity to participate in government acquisition
  - Increased operating efficiencies
  - Improved payment process

As any organization that has attempted EC or gone through BPR knows, sweeping changes over a limited time cause Murphy's Law to apply exponentially.

Clients can obtain a copy of the Draft Review from a GSA bookstore. Their comments can be submitted to the Federal Electronic Commerce Acquisition Team (FECAT) at (703) 681-0369. Vendors should be prepared to assist the government in its attempt to implement EC. It is increasingly evident that such a complex undertaking is never as simple as ABC.

# INPUT Notes

## INPUT's Annual Conference

INPUT's Annual Federal Conference will be held on June 23 and 24, 1994 at the Tyson's Corner Marriott in Vienna, VA. For reservations please call Barbara Fisher (703) 847-6870.

## INPUT's Executive Conference

INPUT's Annual Executive Conference is scheduled for September 22 and 23, 1994 at the Westfields International Conference Center in Chantilly, VA.

# May Procurement Highlights

## Air Force

CDFS II

V-01-202

The Final RFP for the Cloud Depiction and Forecast System II is scheduled to be released on June 15, 1994. Bids will be due on July 29, 1994. An award is anticipated for December 1994.

V-01-204

A Draft RFP for the AFCAC 308 recompetes is expected in 4QFY94.

## Army

IMA

V-02-101

The RFP for the Information Mission Area Support recompetes was released on



April 29, 1994. Bids are due on June 29, 1994. An award is anticipated for the 1QFY95.

Portables I V-02-107

Bids for the Portables I program are due on June 27, 1994.

PC I V-02-109

Bids for the Personal Computer I program are due on June 27, 1994.

---

## Defense

GTN V-04G-012

The RFP for the Global Transportation Network for USTRANSCOM was released on May 5, 1994.

INFOSEC V-04G-047

The Final RFP for the INFOSEC Technical Services Contract was released on April 21, 1994. Bids are due on June 21, 1994.

---

## Commerce

PAMS VI-06-036

The bid due date for the Patent Application Management System has been extended to July 22, 1994.

---

## HHS

IMPAC II VII-08-051

The Award for the IMPAC/CRISP Modernization program is expected in July 1994.

SMART VII-08-078

The award for the Submission Management and Review Tracking program is expected in July 1994.

FYSDI VII-08-092

The HCFA PRISM program is being recompeted.

---

## State

TDIS VII-09C-017

The RFP for the Travel Document Issuance System is expected in June 1994.

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## Transportation

OASIS VII-11-057

The Draft RFP for the FSAS Operational and Supportability Implementation System is scheduled to be released in June 1994. The Final RFP is scheduled to be released in August 1994. An award is anticipated for June 1995.

AVN VII-11-092

The Draft RFP for the Technical Support Services for Aviation is expected in June 1994.

---

## Treasury

TIPSS VII-12-091

The Award for the Treasury Information Processing Support System program is expected in November 1994.

*Continued on next page*

*Highlights ... from page 3*

DISN

VII-12-092

The RFP for the Operation and Support of the Mint's Distributed Network is expected in mid-June 1994.

---

**EPA**

VIII-17-030

A sources sought for the Records Management and Support Services appeared in the CBD on May 24, 1994.

## Recent Library Acquisitions

Document Title: ITAA Software & Services Conference  
Document Type: Reference  
INPUT Reference #: 01821

Document Title: Federal Computer Market Guide  
Document Type: Reference  
INPUT Reference #: 01822

**Department: AFCEA**

Document Title: AFCEA 8th Annual Forecast to Industry Briefing  
Document Type: Slides  
INPUT Reference #: 01718a

**Department: Army**

Document Title: Information Mission Area  
RFP #: DAEA3294RR0001  
Document Type: RFP  
INPUT Reference #: 02171

**Department: Commerce**

Document Title: How to Sell to the U.S. Department of Commerce  
Document Type: Reference  
INPUT Reference #: 01206

**Department: Commerce**

Document Title: 1994 Forecast of Contract Opportunities  
Document Type: Reference  
INPUT Reference #: 01206

**Department: Defense**

Document Title: INFOSEC Technical Services  
Related PAR: V-04G-047  
RFP #: DCA10093R0337  
Document Type: RFP  
INPUT Reference #: 02492

**Department: Defense**

Document Title: Global Transportation Network  
Related PAR: V-04G-012  
RFP #: F1962894R0021  
Document Type: RFP  
INPUT Reference #: 02505

**Department: Defense**

Document Title: Technical and Management Support Services  
Related PAR: V-04N-001  
RFP #: HQ000694R0008  
Document Type: RFP  
INPUT Reference #: 02507

**Department: Education**

Document Title: A Forecast of Contract Opportunities  
Document Type: Reference  
INPUT Reference #: 01207

**Department: Education**

Document Title: Doing Business with the Department of Education  
Document Type: Reference  
INPUT Reference #: 01207



**Department: Energy**

Document Type: Contract  
 INPUT Reference #: 32060.013  
 Contractor: Hanford Environmental  
 Contract #: DEAC0690RL11711

**Department: Energy**

Document Title: Nevada Operations  
 Document Type: Contract  
 INPUT Reference #: 32060.14  
 Contractor: CSC  
 Contract #: DEAC0890NV10811

**Department: FEMA**

Document Type: Contract  
 INPUT Reference #: 32126.002  
 Contractor: CSC  
 Contract #: EMW89C3250

**Department: GAO**

Document Title: Air Traffic Control—  
 Status of Modernization Program  
 RFP #: GAORCED94167FS  
 Document Type: GAO Report  
 INPUT Reference #: 1105.16

**Department: GAO**

Document Title: Defense Management—  
 Stronger Support Needed  
 RFP #: GAOAIMDNSIAD94101  
 Document Type: GAO Report  
 INPUT Reference #: 1105.17

**Department: GAO**

Document Title: HUD Information  
 Resources—Strategic Focus  
 RFP #: GAOAIMD9434  
 Document Type: GAO Report  
 INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Postal Service—  
 Issues Related to Settling a Dispute  
 RFP #: GAOGGD9492  
 Document Type: GAO Report  
 INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Medicare—Impact of  
 OBRA-90's Dialysis Provisions  
 RFP #: GAOHEHS9465  
 Document Type: GAO Report  
 INPUT Reference #: 1105.17

**Department: GAO**

Document Title: DoD Budget—  
 Evaluation of Defense Science Board  
 RFP #: GAONSIAD94139  
 Document Type: GAO Report  
 INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Air Force Logistics—  
 Improved Backorder Validation  
 RFP #: GAONSIAD94103  
 Document Type: GAO Report  
 INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Acquisition  
 Requirements—Impact on  
 Company Structure  
 RFP #: GAONSIAD9420  
 Document Type: GAO Report  
 INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Government Printing—  
 Legal and Regulatory Framework  
 RFP #: GAONSIAD94157  
 Document Type: GAO Report  
 INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Veterans' Health  
 Care—Its Role in Health Care  
 RFP #: GAOTHEHS94150  
 Document Type: GAO Testimony  
 INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Social Security  
 Administration—Major Changes

*Continued on next page*

*Acquisitions... from page 5*

RFP #: GAOTAIMD94106  
Document Type: GAO Testimony  
INPUT Reference #: 1105.17

**Department: GAO**

Document Title: FAA Budget—Agency Faces Key Management Challenges  
RFP #: GAOTRCED94191  
Document Type: GAO Report  
INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Mass Transit—Issues Related to Fiscal Year 1995  
RFP #: GAOTRCED94180  
Document Type: GAO Report  
INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Advanced Automation System—Implications of Problem  
RFP #: GAOTRCED94188  
Document Type: GAO Testimony  
INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Defense Management Initiatives—Limited Progress  
RFP #: GAOTAIMD94105  
Document Type: GAO Testimony  
INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Medicare/Medicaid—Data Bank Unlikely to Increase  
RFP #: GAOHEHS94162  
Document Type: GAO Report  
INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Government Printing—Legal and Regulatory  
RFP #: GAONSIAD94157  
Document Type: GAO Report  
INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Blue Cross and Blue Shield—Experiences of Weak Plan  
RFP #: GAOHEHS9471  
Document Type: GAO Report  
INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Medicare—Beneficiary Liability for Paramedic  
RFP #: GAOHEHS94122BR  
Document Type: GAO Report  
INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Energy Conservation—Federal Agencies' Funding  
RFP #: GAORCED9470  
Document Type: GAO Report  
INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Transportation Infrastructure—Benefits of Traffic  
RFP #: GAORCED94105  
Document Type: GAO Report  
INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Health Care Alliances—Issues Relating to Geographic Boundaries  
RFP #: GAOHEHS94139  
Document Type: GAO Report  
INPUT Reference #: 1105.17

**Department: GAO**

Document Title: VA Health Care Reform—Financial Implications  
RFP #: GAOTHEHS94148  
Document Type: GAO Testimony  
INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Health Cost Quality—U.S. Compared with Other Countries  
RFP #: GAOTPEMD9421  
Document Type: GAO Testimony  
INPUT Reference #: 1105.17



**Department: GAO**

Document Title: Defense Health Care—  
Challenges Facing DoD

RFP #: GAOTHEHS94145

Document Type: GAO Testimony

INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Government-wide  
Initiatives—Critical Issues Facing

RFP #: GAOTAIMD94114

Document Type: GAO Testimony

INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Budget Process—  
Biennial Budgeting for the  
Federal Government

RFP #: GAOTAIMD94112

Document Type: GAO Testimony

INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Financial  
Management—DoD's Effort to Improve

RFP #: GAOTAIMDNSIAD94170

Document Type: GAO Testimony

INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Navy Modernization—  
Alternatives for Achieving

RFP #: GAOTNSIAD94171

Document Type: GAO Testimony

INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Military Space  
Programs—Comprehensive Analysis

RFP #: GAOTNSIAD94164

Document Type: GAO Testimony

INPUT Reference #: 1105.17

**Department: GAO**

Document Title: FAA Budget—  
Management Attention  
Needed for Future

RFP #: GAOTRCED94195

Document Type: GAO Testimony

INPUT Reference #: 1105.17

**Department: GAO**

Document Title: Tax Administration—  
Electronic Filing Fraud

RFP #: GAOTGGD9489

Document Type: GAO Testimony

INPUT Reference #: 1105.17

**Department: GSA**

Document Title: Teleprocessing  
Services Contract

Document Type: Contract

INPUT Reference #: 32140.005

Contractor: Martin Marietta

Contract #: GS00K86AF1161

**Department: GSA**

Document Title: Forecast of GSA  
Contracting Opportunities

Document Type: Reference

INPUT Reference #: 01210

**Department: HHS**

Document Title: Clinical ADP  
Equipment Support

RFP #: FHCRCWHI2900001

Document Type: RFP

INPUT Reference #: 13012

**Department: HHS**

Document Title: Forecast of HHS'  
Contracting Opportunities for Small Bus.

Document Type: Reference

INPUT Reference #: 01211

**Department: HHS**

Document Title: Catalog of  
Publications 1990-93

Document Type: Reference

INPUT Reference #: 13013

**Department: HUD**

Document Title: Automated  
Data Processing

*Continued on next page*

*Acquisitions... from page 7*

Document Type: Contract  
INPUT Reference #: 32040.001  
Contractor: Advanced  
Technology Systems  
Contract #: DU16310

**Department: HUD**

Document Type: Contract  
INPUT Reference #: 32040.002  
Contractor: Computer Data Systems  
Contract #: DU16311

**Department: HUD**

Document Type: Contract  
INPUT Reference #: 32040.003  
Contractor: Orkand  
Contract #: DU16315

**Department: HUD**

Document Title: Forecast of Contract  
Opportunities FY 94  
Document Type: Reference  
INPUT Reference #: 01212

**Department: Interior**

Document Title: GEONET  
Document Type: Contract CLINS  
INPUT Reference #: 32150.007  
Contractor: Sprint  
Contract #: 143493C30096

**Department: Interior**

Document Title: Forecast of  
Interior Acquisitions  
Document Type: Reference  
INPUT Reference #: 01213

**Department: Justice**

Document Title: ADP Analysis and Data  
Entry to Support NADDIS  
Document Type: Contract  
INPUT Reference #: 32160.010  
Contractor: Metrica, Inc.  
Contract #: DEA93C0019

**Department: Labor**

Document Title: Fiscal Year  
1994 Forecast  
Document Type: Reference  
INPUT Reference #: 01222

**Department: Labor**

Document Title: ADP Support Services  
Document Type: Contract  
INPUT Reference #: 32170.003  
Contractor: Computer Based  
Systems, Inc.  
Contract #: J9J10052

**Department: NASA**

Document Title: Technical and Program  
Analysis Support  
Document Type: Contract  
INPUT Reference #: 32180.027  
Contractor: Booz-Allen & Hamilton  
Contract #: NASW4662

**Department: Navy**

Document Type: Contract  
INPUT Reference #: 32022.039  
Contractor: SMF Systems Corp  
Contract #: N0061293D0049

**Department: Navy**

Document Title: UAU JPO Project  
Document Type: Cost Proposal  
INPUT Reference #: 32022.040  
Contractor: HJ Ford Associates  
Contract #: N0001992R0300

**Department: Navy**

Document Type: Contract  
INPUT Reference #: 32022.041  
Contractor: Advance Technology Inc  
Contract #: N6092190C217

**Department: Navy**

Document Type: Contract  
INPUT Reference #: 32022.042  
Contractor: CSC  
Contract #: N6092189CA217



**Department: Navy**

Document Type: Contract  
 INPUT Reference #: 32022.043  
 Contractor: Martin Marietta  
 Contract #: N6092193CA208

**Department: Navy**

INPUT Reference #: 32022.043  
 Contractor: Advance Inc.  
 Contract #: N6092192CA209

**Department: Navy**

Document Type: Contract  
 INPUT Reference #: 32022.044  
 Contractor: Advance Inc. & Small Bus  
 Contract #: N6092191CA228

**Department: Navy**

Document Type: Contract  
 INPUT Reference #: 32022.045  
 Contractor: Advance Inc.  
 Contract #: N6092191CA230

**Department: Navy**

Document Type: Contract  
 INPUT Reference #: 32022.046  
 Contractor: Advance Inc.  
 Contract #: N6092192CA425

**Department: Navy**

Document Type: Contract  
 INPUT Reference #: 32022.047  
 Contractor: SYSCON Corporation  
 SYSCON Corporation  
 Contract #: N6092191CA205

**Department: Navy**

Document Title: Technical and Engineering Support  
 Document Type: Contract & RFP  
 INPUT Reference #: 32022.048  
 Contractor: Syscon Corporation  
 Contract #: N6092190DA210

**Department: Navy**

Document Type: Contract & Modifications

INPUT Reference #: 32022.049

Contractor: Syscon

Contract #: N6092191CA200

**Department: Office of Personnel Management**

Document Title: Employment and Trends as of Jan. 1994  
 Document Type: Report.  
 INPUT Reference #: 20000

**Department: Pension Benefit Guaranty**

Document Title: Analysis of PBGC Financial Systems  
 RFP #: RP930013  
 Document Type: Cost Proposal  
 INPUT Reference #: 32265.001  
 Contractor: Andersen Consulting  
 Contract #: J30423

**Department: State**

Document Title: Forecast of Contract Opportunities  
 Document Type: Reference  
 INPUT Reference #: 01221

**Department: Transportation**

Document Type: Contract  
 INPUT Reference #: 32242.012  
 Contractor: Dimensions International  
 Contract #: DTFA0394C00011

**Department: Transportation**

Document Title: VTS 2000  
 Related PAR: VII-11-072  
 RFP #: DTCG2394RAVT001  
 Document Type: Second Draft RFP  
 INPUT Reference #: 24242

**Department: Transportation**

Document Title: TSSC-II  
 Related PAR: VII-11-091  
 RFP #: DTFA0194R00004  
 Document Type: Amendments  
 INPUT Reference #: 24243

*Continued on next page*

*Acquisitions ... from page 9*

**Department: Treasury**

Document Title: Government On-Line Accounting Link System (GOALS)  
Related PAR: VII-12-101  
RFP #: RFPFMS940012  
Document Type: RFP  
INPUT Reference #: 25403

**Department: Treasury**

Document Title: Treasury Information Processing Support Services  
Document Type: BML  
INPUT Reference #: 32255.004A  
Contractor: CBIS  
Contract #: TIR890056

**Department: Treasury**

Document Title: Electronic Federal Tax Payment System (EFTPS)  
Document Type: IEI  
INPUT Reference #: 25404

**Department: Treasury**

Document Title: ADP Support Services  
Document Type: Contract  
INPUT Reference #: 32255.006  
Contractor: GC Services  
Contract #: TIR920032

**Department: TVA**

Document Title: TVA Summary of Contract Awards by Commodity Group  
Document Type: Reference  
INPUT Reference #: 01221

**Department: US AID**

Document Title: US AID Active Contracts 10/1/93-09/30/93  
Document Type: Reference  
INPUT Reference #: 01219

**Department: US Railroad Retirement Board**

Document Title: DASDI maintenance  
Document Type: Contract-MODS-Production

INPUT Reference #: 32215.001

Contractor: Sentinel Computer Service  
Contract #: 93RRB004

**Department: Veterans Affairs**

Document Type: Contract  
INPUT Reference #: 32270.03  
Contractor: General Analytics Corp.  
Contract #: V674P2492

**Department: Veterans Affairs**

Document Type: Contract  
INPUT Reference #: 32270.04  
Contractor: Intecom Inc.  
Contract #: V691P7512

**Department: Veterans Affairs**

Document Title: Forecast of Contracting Opportunities—1994  
Document Type: Reference  
INPUT Reference #: 2700

**Department: Veterans Affairs**

Document Title: VBA Modernization—Stage III  
Document Type: Request for Comment  
INPUT Reference #: 27021

## Recent DPAs

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### Agriculture

4/12/94 KMA-94-0230  
This DPA responds to an APR of 3/14/94.  
An exception to the use of FTS2000 is being reviewed.

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### Air Force

4/12/94 KMA-93-0316(A)  
For the modification of DPA KMA-93-0316 of 7/1/93 to acquire resources in support of the Integrated Services Digital Network



upgrade project at Tinker Air Force Base, Oklahoma.

This DPA responds to the APR of 3/31/94.

**4/12/94** KMA-93-0316(A)  
For the modification of DPA KMA-93-0316 of 7/1/93 to acquire resources in support of the Integrated Services Digital Network upgrade project at Tinker Air Force Base, Oklahoma.

This DPA responds to the APR of 3/31/94.

**4/11/94** KMA-94-0204  
For the acquisition of resources in support of the Installed Base Technology Refreshment project at Wright-Patterson Air Force Base, Ohio.

This DPA responds to an APR of 3/1/94. The APR for the competitive replacement of these systems is due not later than 12/31/94.

## Army

**4/19/94** KMA-94-0027(A)  
For the cancellation of DPA KMA-94-0027 of 10/27/93 for the acquisition of resources in support of the Electromagnetic Environmental Test Facility (EMETF).

This action responds to a request of 4/11/94. The DPA is canceled.

**4/14/94** KMA-94-0259  
For the acquisition of resources in support of the Purchase and Maintenance Support Services of Blocked Asynchronous Transmission (BLAST) Software Licenses project.

This DPA responds to an APR of 4/5/94.

**5/5/94** KMA-92-0168(B)  
This responds to the APR of 4/29/94 requesting cancellation of the DPA for Training Ammunition Management Information System.

The DPA KMA-92-0168(B) granted 2/6/92 is canceled.

**5/10/94** KMA-93-0431(A)  
For the modification of DPA KMA-93-0431 of 8/9/93 for services to support the Construction Engineering Research Laboratory (CERL).

This DPA responds to an APR of 4/25/94.

**5/10/94** KMA-94-0243  
For the acquisition of resources in support of the Army Portable Computer (Portable-1) project.

This DPA responds to an APR of 3/24/94. Performance metrics to measure the successful business process improvements are required.

**5/10/94** KMA-94-0244  
For the acquisition of resources in support of the Army Personnel Computer (PC-1) project.

This DPA responds to an APR of 3/24/94. GSA has selecting this high dollar, high visibility information system initiative for comprehensive review.

**5/10/94** KMA-94-0246(A)  
For the modification of DPA KMA-94-0246 of 4/1/94 for the Network Services Upgrade for Defense Metropolitan Area Telephone Systems, Boston (DMATS-Boston) project.

This DPA responds to the APR of 5/3/94. Approval is granted for a seven-year period.

*Continued on next page*

*DPA's... from page 11*

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## Commerce

**5/10/94** KMA-94-0075(A)  
For the modification of DPA KMA-94-0075 of 12/7/93 to acquire software maintenance and support services for the National Oceanic and Atmospheric Administration's U.S. Mission Control Center.

This DPA responds to the APR of 5/8/94.

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## Defense

**4/19/94** KMA-85-0011(E)  
For the modification of the DPA KMA-85-0011(A) of 12/4/84 to acquire hardware, software, maintenance and support services for the Air Force.

This DPA responds to the APR of 4/7/94.

**5/9/94** KMA-91-0312(B)  
For the modification of DPA KMA-91-0312 of 7/23/91 to acquire software technical assistance and support for the Defense Communication Agency Information Management System.

This DPA responds to the APR of 4/26/94.

**5/10/94** KMA-92-0114(A)  
For the modification of DPA KMA-92-0114 of 4/7/92 to acquire mainframes for the consolidation of 23 data processing installations of the Defense Logistics Agency into six information processing centers.

This DPA responds to the APR of 5/2/94.

**5/2/94** KMA-92-0311(A)  
For the modification of DPA KMA-92-0311 of 9/14/92 to acquire support services for

the Defense Medical Information System and the System Integration, Design, Development, Operations and Maintenance Services Project.

This DPA responds to the APR of 4/13/94.

**4/28/94** KMA-93-0387(A)  
For the modification of DPA KMA-93-0387 of 9/15/93 for the Defense Logistics Agency to acquire software resources to support its Central Design Activity at Ogden, Utah.

This DPA responds to the APR of 4/28/94.

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## EPA

**4/21/94** KMA-94-0184  
For the acquisition of resources in support of Local-Area Network (LAN) requirements nationwide.

This DPA responds to an APR of 2/24/94. It is granted for three years only. The agency must ensure that EPA Energy Star requirements are met.

**5/10/94** KMA-93-0257(A)  
For the modification of DPA KMA-93-0257 of 6/8/93 to acquire resources in support of the Information Technology Architectural Support program.

This DPA responds to the APR of 5/6/94.

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## HHS

**4/14/94** KMA-91-0313(A)  
For the modification of DPA KMA-91-0313 on 7/2/91 to acquire local telecommunications for the Health Care Financing Administration's new consolidated site in Woodlawn, Maryland.



This DPA responds to the APR of 4/7/94.

**4/6/94** KMA-94-0232  
For the acquisition of support services for the National Cancer Institute.

This DPA responds to an APR of 3/17/94.

**4/19/94** KMA-94-0265  
For the acquisition of support services for the Health Care Finance Administration's Peer Review Organizations standard data processing systems.

This DPA responds to an APR of 4/7/94.

**5/5/94** KMA-87-0179(C)  
For the modification of DPA KMA-87-0179(B) of 9/18/89 to acquire User Computing resources for the Health Care Finance Administration.

This DPA responds to the APR of 4/13/94.

**4/8/94** KMA-94-0253  
For the acquisition of support services for the Department of Health and Human Services' Administration for Children and Families' Computer Operations Center.

This DPA responds to an APR of 4/5/94.

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## HUD

**4/18/94** KMA-94-0271  
For the acquisition of support services for the Subsidy Programs.

This DPA responds to an APR of 4/11/94. Plans for any follow-on acquisitions must be submitted to GSA no later than 18 months before the expiration of the contract.

---

## Interior

**3/25/94** KMA-94-0233  
For the acquisition of support services for the U.S. Geological Survey.

This DPA responds to an APR of 3/23/94.

**5/2/94** KMA-86-0214(B)  
For the modification of DPA KMA-86-0214(A) of 9/30/86 to acquire a Private Branch Exchange for the Bureau of Land Management, National Interagency Fire Center located at 3905 Vista Avenue, Boise, Idaho.

This DPA responds to the APR of 4/7/94.

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## Justice

**4/7/94** KMA-94-0216  
For an exception to the mandatory use of GSA's Consolidated Local Telecommunications Services Program for the Federal Bureau of Investigation in Norfolk, Virginia.

This DPA responds to an APR of 6/22/93. DoJ may utilize GSA's POTS contract to satisfy this requirement.

**4/7/94** KMA-94-0217  
For an exception to the mandatory use of GSA's Consolidated Local Telecommunications Services Program for the Federal Bureau of Investigation in Anchorage, Alaska.

This DPA responds to an APR of 6/22/93. DoJ may utilize GSA's POTS contract to satisfy this requirement.

*Continued on next page*

*DPAs... from page 13*

## Library of Congress

**4/7/94** KMA-94-0147  
For acquisition of resources in support of the Federal Library and Information Network (FEDLINK).

This DPA responds to an APR of 1/3/94. Only 60% of the value in the APR was granted. Performance metrics are required.

## NASA

**5/5/94** KMA-91-0197(A)  
For the modification of DPA KMA-91-0197 on 4/29/94 due to a change of the Trail Boss for Computational Capability Resources.

This DPA responds to an APR of 5/1/94. NASA's new Train Boss must complete the GSA Trail Boss training.

**4/28/94** KMA-94-0251  
For the acquisition of resources to support requirements at Ames Research Center, California.

This DPA responds to an APR of 3/31/94.

## Navy

**4/26/94** KMA-93-0094(E)  
For modifications to DPA KMA-93-0094 of 3/3/93 for the Tactical Advanced Computer-4 (TAC-4) project.

This DPA responds to an APR of 4/21/94.

**3/23/94** KMA-94-0231  
For the acquisition of support services for the Naval Criminal Investigative Service.

This DPA responds to an APR of 3/3/94.

**5/3/94** KMA-93-0541(A)  
For the modification of DPA KMA-93-0541 of 10/13/93 for Base Level support services at the Naval Command, Control and Ocean Surveillance Center (NCCOSC), San Diego, CA.

This DPA responds to an APR of 4/11/94.

**4/7/94** KMA-94-0236  
For the acquisition of resources in support of the Weapons Systems Support Activity and the Systems Software Support Activity at China Lake, CA.

This DPA responds to an APR of 3/23/94. Only 20% of the request is authorized immediately.

**4/28/94** KMA-94-0261  
For the acquisition of support services for the Naval Air Warfare Center, Weapons Division, Point Mugu Information/Electronic Warfare Engineering Services Contract.

This DPA responds to an APR of 4/6/94. Navy has acquired resources without an approved DPA. Performance metrics to measure the successful business process improvements are required.

**5/9/94** KMA-94-0270  
For the acquisition of resources consisting of a telephone switch system for the Naval Air Warfare Center, Aircraft Division at Patuxent River, Maryland.

This DPA responds to an APR of 4/12/94. Plans for any follow-on acquisitions must be submitted to GSA no later than 18 months before the expiration of the contract.



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**NRC****4/13/94** KMA-90-0426(E)

For the modification of DPA 90-0426(D) of 8/11/93 to acquire resources in support of Nuclear Regulatory Commission satellite offices located in Bethesda, Maryland.

This DPA responds to the APR of 4/12/94.

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**State****4/14/94** KMA-93-0171(B)

For the modification of DPA KMA-93-0171 of 3/19/93 to acquire continued support services for financial systems.

This DPA responds to the APR of 3/4/94.  
It is valid only through 12/16/94.

**4/22/94** KMA-94-0223(A)

Mr. John E. Clark

For the modification of DPA KMA-94-0223 of 4/7/94 to acquire telephones systems for 213 overseas locations, also described as the Department of State Telephone Equipment Contract (DOSTEC).

**4/19/94** KMA-94-0263

For the acquisition of operational and software maintenance support services for the Travel Documents Issuance System.

This DPA responds to an APR of 4/4/94.

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**Transportation****4/13/94** KMA-94-0102(B)

For the modification of DPA KMA-94-0102(A) of 3/30/94 to acquire resources in support of the Federal Aviation Administration's (FAA's) Administrative Data Transmission Network (ADTN).

This DPA responds to the APR of 4/21/94.  
Approval is granted only through 6/30/94.

**4/26/94** KMA-94-240

This DPA responds to an APR of 3/23/94.  
A partial delegation is granted through 9/30/94 to allow the FAA to reassess the size and scope of AAP and the Advanced Automation System including the AAP/SETA contract.

For the acquisition of support services for the FAA's Advanced Automation Program Office System Engineering and Technical Assistance (AAP/SETA) program.

**4/14/94** KMA-94-0257

For the acquisition of services in support of the FAA's Aircraft Safety program at FAA's Technical Center.

This DPA responds to an APR of 3/30/94.

**4/18/94** KMA-94-0267

For the acquisition of resources in support of the FAA's Target Generation Facility project.

This DPA responds to an APR of 4/11/94.  
Contract life is limited to 60 months.

**4/25/94** KMA-94-0268

For the acquisition of resources in support of the Transportation Computer Center.

This DPA responds to an APR of 4/11/94.

**5/4/94** KMA-93-0233(A)

For the modification of DPA KMA-93-0233 of 5/8/93 to acquire support services for the FAA's Technical Assistance Contract project to support the FAA's

*Continued on next page*

*DPAAs... from page 15*

**Advanced Automation  
Program/Advanced Automation System.**

This DPA responds to the APR of 3/23/94.  
Performance metrics to measure the  
successful business process  
improvements are required.

**4/7/94** **KMA-94-0254**

For the acquisition of resources to  
support the Automated Radar Terminal  
System-III Air Traffic Control System.

This DPA responds to an APR of 3/25/94.  
Plans for any follow-on acquisitions must  
be submitted to GSA no later than 18  
months before the expiration of the  
contract.

**4/22/94** **KMA-94-0272**

For the acquisition of engineering  
support services for the Federal Aviation  
Administration Facility Support  
Program.

This DPA responds to an APR of 4/11/94.

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**Treasury**

**5/4/94** **KMA-94-0255**

For the acquisition of resources for the  
Wage Reporting Simplification Project  
feasibility study.

This DPA responds to an APR of 3/30/94.

**5/4/94**

**KMA-94-0262**

For an exception to the mandatory use of  
GSA's Consolidated Local  
Telecommunications Service for the U.S.  
Customs Service Charlotte District Office  
located at 1801-K Cross Beam Drive,  
Charlotte, North Carolina.

This DPA responds to an APR of 4/1/94.  
Exception is approved for a period of 5  
years.

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**TVA**

**4/7/94**

**KMA-94-0252**

For the upgrade of maintenance  
planning and control software.

This DPA responds to an APR of 3/31/94.

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**Administrative Office of the  
United States Courts**

**4/25/94**

**KMA-94-0260**

For the acquisition of resources for the  
Office Automation Replacement (OAR-I).

This DPA responds to an APR of 3/29/94.

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This newsletter is issued as part of INPUT's Federal Information Technology Procurement Analysis Reports Service. If you have questions or comments on this newsletter, please call your local INPUT organization or Chris Forest at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182, (703) 847-6870



# Federal Newsletter

A Publication from INPUT's Federal Procurement Analysis Reports Service

Vol. II, No. 7

July 1994

## "The times, they are a changing"

### Researcher's Corner

by Jeff West

In a report to the Administrator of the GSA, "To Improve the Federal Information Technology Acquisition Process," the Federal Information Technology Acquisition Improvement Team has addressed several problems and suggested changes to the process of acquiring information technology. In their report, released in June 1994, they have proposed changes in five areas:

- New procurement thresholds for all agencies
- New ways to buy commodities

- A team approach for conducting cross agency acquisitions
- Evaluation of the General Services Administration's role in the context of a consultative "center of expertise"
- Performance based, streamlined acquisition process

The report admits that certain legislative changes would be required to allow this transition, but it insists that the Brooks Act would not be among these changes.

Perhaps the most interesting area covered in this report is its chapter on Protest Resolution. The opening paragraph sums up the feelings of those involved.

Individuals or businesses that provide information technology to the Federal Government deserve to be treated equitably. The acquisition process must be characterized by fairness and integrity. Likewise, the Government deserves this same respect from the vendor community. From time to time, protests will arise during the acquisition process; the resolution of these protests must be fair to all parties involved.

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## Agency Profiles

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The leader in federal IT market research is expanding its profiles of agencies in the federal government.

The following Agency Profiles are currently available:

- |                       |             |
|-----------------------|-------------|
| * IRS                 | * NOAA      |
| * Energy              | * NASA      |
| * Navy                | * Interior  |
| * Education           | * Air Force |
| * U.S. Postal Service | * HUD       |
| * Labor               | * EPA       |

Agency Profiles include:

- \* Agency Mission
- \* Organization
- \* Major Contracts and Contractors
- \* Major Acquisition Plans
- \* Program Activities
- \* Program and IT Budgets
- \* Analysis of Policies, Trends, and Issues Affecting the Agency

Available for individual sale or annual subscription.

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For more information call Bill Smith, (703)847-6870  
INPUT, 1953 Gallows Road, Suite 560,  
Vienna, VA 22182

The main problems with the protest process result from its lack of standardization, the government in defending itself against frivolous protest and the cost to the vendors. The Team has created six recommendations to solve these problems:

- Establish a single forum for resolving IT protests
- Establish a time limit on protest decisions
- Presume agency correctness on all IT protests
- Quickly resolve specific issues
- Use arbitration and allow agency costs recovery
- Allow agency discretion to proceed with acquisition or contract performance

All of these issues are important to the IT community and INPUT will continue to track and report on progress in improving the acquisition process.

## INPUT Notes

### INPUT's Executive Conference

INPUT's Annual Executive Conference is scheduled for September 22 and 23, 1994 at the Westfields International Conference Center in Chantilly, VA.

### INPUT Reengineers

Norman White has joined INPUT as our database manager. We are designing an integrated system of information to



support our clients. Comments and suggestions are being solicited and are appreciated.

## June Procurement Highlights

### AIR FORCE

NOS V-01-186

The Banyan Vines Network Operation System procurement has been under evaluation for several months. The final decision to canceled the procurement was made in June 1994.

### ARMY

CHS II V-02-051

An award is expected in September 1994 for the Common Hardware/Software II contract.

### NAVY

COS V-03-175

An RFI was released on June 8, 1994 and comments are due on July 10, 1994. The RFP is scheduled for release on November 1994.

PC-LAN + V-03-155

The comments for the RFI were due on May 20, 1994. The Final RFP is expected in August 1994.

### DEFENSE

GTN V-04G-012

Proposals for the Global Transportation Network for the USTRANSCOM are due as follows: Technical proposals are due July 1, 1994 and cost proposals due on July 14, 1994. An award is anticipated for February 1995.

### AGRICULTURE

VI-05-041

The RFP for the ADP/IRM Support Services contract was released on June 17, 1994 and bids are due on August 16, 1994. An award is scheduled for November 1994.

### HHS

SMART VII-08-078

An award was made to SRA on June 3, 1994 for the Submission Management and Review Tracking System.

### HHS

VII-08-099

A CBD announcement appeared on June 13, 1994, requesting information from vendors, for the Mainframe Software Tools procurement. Comments are due on June 28, 1994. An RFP is anticipated for October 1994 and award in June 1995.

### STATE

DOSTEC VII-09C-016

Bids are due on July 1, 1994 for Department of State's Telephone

Equipment Contract. An award is projected for September 1994.

TDIS VII-09C-017

The RFP for the Travel Document Issuance System is scheduled to be released in July 1994. Bids will be due 45 days after the RFP is released.

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## **JUSTICE**

NIIS VII-10-036

The RFP for the Non Immigrant Information System is scheduled for release in July 1994 and an award will follow in October 1994.

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## **TREASURY**

PRINT VII-12-083

An award made to Federal Data Corporation for the Printer Replacement to Integrate New Tools on June 6, 1994.

DISN VII-12-092

The RFP for the Operation and Support of Mint's Distributed Information System Network is scheduled for release on August 15, 1994. Bids will be due in October 1994. An award is expected during the 2QFY95.

TDA I VII-12-098

The Contracting Officer is in the process of establishing a new date for Best and Final Offers for the Treasury Department Acquisition - 1.

C3I O&M

VII-12-100

The RFP for the C3I Operation and Maintenance contract is scheduled for release in July 1994 and bids will be due 45 days after the RFP is released.

## **Recent Library Acquisitions**

### **Department: Agriculture**

Document Title: ADP/IRM Support Services

Related PAR: VII-05-041

RFP #: RFP00941064BH

Document Type: RFP, BML, AMENDMENT,

INPUT Reference #: 03025

### **Department: Air Force**

Document Type: CONTRACT

INPUT Reference #: 32020.032

Contractor: Bendix Field Engineering

Bendix Field Engineering

Contract #: F0460691D0504

### **Department: Air Force**

Document Type: CONTRACT

INPUT Reference #: 32020.033

Contractor: Information Systems Network

Contract #: F0862589D0219

### **Department: Commerce**

Document Title: Commerce Industry Day, AFCEA

Document Type: PLANNING DOCUMENT

INPUT Reference #: 04015

### **Department: Commerce**

Document Title: GOES

INPUT Reference #: 32043.003



Contractor: PRC  
Contract #: 50DGNE000029

**Department: Commerce**

Document Title: Automated Trademark System  
Related PAR: VI-06-043  
RFP #: 52PAPT400020  
Document Type: RFP  
INPUT Reference #: 04016

**Department: Defense**

Document Title: HITS Draft RFP  
Related PAR: V-04G-018  
RFP #: DCA30094R0001  
Document Type: DRFP  
INPUT Reference #: 02490

**Department: Defense**

Document Title: Trusted Computer System Evaluation Criteria  
Document Type: DOD Standard  
INPUT Reference #: 01823

**Department: Defense**

Document Title: Defense Commissary Information System  
Related PAR: Defense Commissary Information Systems  
RFP #: F0162091R0004  
Document Type: RFP  
INPUT Reference #: 02472

**Department: DEFENSE**

Document Title: National Communications System's Annual Report 93  
Document Type: ANNUAL REPORT  
INPUT Reference #: 01200

**Department: Defense**

Document Title: Medical Review Information Center

RFP #: MDA90693R0006  
Document Type: RFP  
INPUT Reference #: 02509

**Department: GAO**

Document Title: Financial Derivatives - Actions Needed to Protect  
RFP #: GAOGGD94133  
Document Type: GAO REPORT  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: International Trade-Efforts to Open Foreign  
RFP #: GAOTGGD94155  
Document Type: GAO TESTIMONY  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: Financial Audit- Pension Benefit Guaranty Corp  
RFP #: GAOAIMD94109  
Document Type: GAO REPORT  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: Medicare-Shared System Conversion Led to Disruptio  
RFP #: GAOHEHS9466  
Document Type: GAO REPORT  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: Air Traffic Control-Observations on Proposed  
RFP #: GAOTRCED94210  
Document Type: GAO REPORT  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: Paperwork Reduction Act-Opportunity to Strengthen  
RFP #: GAOTAIMDGGD94126

Document Type: GAO TESTIMONY  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: Medicare/Medicaid Data  
Bank Unlikely to Increase  
RFP #: GAOHEHS94147  
Document Type: GAO REPORT  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: Energy Conservation-  
Contractors' Efforts at site  
RFP #: GAORCED9496  
Document Type: GAO REPORT  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: Working Capital Funds-  
Three Agency Perspectives  
RFP #: GAOAIMD94121  
Document Type: GAO REPORT  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: Postal Service-Role in  
Competitive Communications  
RFP #: GAOTGGD94162  
Document Type: GAO REPORT  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: Unemployment  
Insurance-Program's Ability to Meet  
RFP #: GAOHRD93107  
Document Type: GAO REPORT  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: Army Inventory-More  
Effective Review of Proposed  
RFP #: GAONSIAD94130

Document Type: GAO REPORT  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: DOD Budget-Analysis of  
Options for Funding  
RFP #: GAONSIAD94152BR  
Document Type: GAO REPORT  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: Asian Aeronautics-  
Technology Acquisition Drives  
RFP #: GAONSIAD94140  
Document Type: GAO REPORT  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: Health Care Alliances-  
Issues Relating to Geographi  
RFP #: GAOHEHS94139  
Document Type: GAO REPORT  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: Tax Administration-More  
Improvement Needed in IRS  
RFP #: GAOGGD94118  
Document Type: GAO REPORT  
INPUT Reference #: 1105.18

**Department: GAO**

Document Title: Executive Guide-  
Improving Mission Performance  
RFP #: GAOAIMD94115  
Document Type: GAO REPORT  
INPUT Reference #: 1105.18

**Department: HHS**

Document Title: National Reporting  
Infrastructure Support  
Related PAR: VII-08-096  
RFP #: 213940024



Document Type: RFP, BML,  
AMENDMENT,  
INPUT Reference #: 13120

**Department: Interior**  
Document Type: CONTRACT  
INPUT Reference #: 32150.009  
Contractor: DTSI  
Contract #: YA651CTO340070

**Department: Justice**  
RFP #: L/A9203  
Document Type: RFP  
INPUT Reference #: 17012

**Department: Justice**  
Document Title: Agency-wide  
Maintenance Contract  
Related PAR: VII-10-099  
RFP #: DAHC9494R0005 (disk)  
Document Type: RFP  
INPUT Reference #: 16026

**Department: NASA**  
Document Title: Digital Voice  
Telecommunication System  
INPUT Reference #: 32184.001  
Contractor: ROLM Company  
Contract #: NAS1012108

**Department: NASA**  
Document Title: Information Sciences  
Research and Development Serv  
Related PAR: VIII-15-144  
RFP #: RFP235529(ADK)  
Document Type: RFP  
INPUT Reference #: 18105

**Department: Navy**  
Document Title: Defense Manpower Data  
Center  
Document Type: CONTRACT  
INPUT Reference #: 32022.050

Contractor: BDM  
Contract #: N0001490D0169

**Department: Navy**  
Document Type: CONTRACT  
INPUT Reference #: 32022.051  
Contractor: Syscon  
Contract #: N6092192C0078

**Department: Navy**  
Document Type: CONTRACT  
INPUT Reference #: 32022.052  
Contractor: EG & G Washington  
Contract #: N6092189DA132

**Department: Navy**  
Document Type: CONTRACT &  
MODIFICATIONS  
INPUT Reference #: 32022.053  
Contractor: EG & G Washington  
Contract #: N6092190CA423

**Department: Navy**  
Document Title: Support Services  
Document Type: CONTRACT  
INPUT Reference #: 32022.054  
Contractor: EG & G Washington  
Contract #: N6092193CA303

**Department: Navy**  
Document Title: Systems Engineering  
Support  
Document Type: CONTRACT  
INPUT Reference #: 32022.055  
Contractor: EG & G Washington  
Contract #: N6092193CA426

**Department: Navy**  
Document Title: Software Engineering  
Document Type: CONTRACT  
INPUT Reference #: 32022.056  
Contractor: Software Technology  
Contract #: N0001492D2025

**Department: Navy**

Document Type: CONTRACT  
INPUT Reference #: 32022.057  
Contractor: EG&G  
Contract #: N6092194CA317

**Department: Navy**

Document Title: Operational Support  
Document Type: CONTRACT  
INPUT Reference #: 32022.058  
Contractor: Vitro Corporation  
Contract #: N6092188RA234

**Department: Navy**

Document Title: Software Engineering Support  
Document Type: CONTRACT  
INPUT Reference #: 32022.060  
Contractor: Vitro Corporation  
Contract #: N6092191DA314

**Department: Navy**

Document Title: Software Engineering  
Document Type: CONTRACT  
INPUT Reference #: 32022.061  
Contractor: Vitro  
Contract #: N6092190CA205

**Department: Navy**

Document Title: Technical Support  
Document Type: CONTRACT  
INPUT Reference #: 32022.062  
Contractor: Vitro Corporation  
Contract #: N6092193DA142

**Department: Navy**

Document Title: Technical Support  
Document Type: CONTRACT  
INPUT Reference #: 32022.063  
Contractor: Vitro Corporation  
Contract #: N6092192DA107

**Department: Navy**

Document Title: Systems Engineering  
Document Type: CONTRACT  
INPUT Reference #: 32022.063  
Contractor: Vitro Corporation  
Contract #: N6092193DA212

**Department: Navy**

Document Title: Support Information Systems ADAPSO project 03030  
Document Type: CONTRACT  
INPUT Reference #: 32022.064  
Contractor: CSC  
Contract #: N6603289D0001

**Department: Transportation**

Document Title: Oceanic Display and Planning System  
Document Type: CONTRACT  
INPUT Reference #: 32242.014  
Contractor: Diversified Intl Sciences  
Contract #: DTFA0193Y01020

**Department: Transportation**

Document Title: Technical Support Services  
INPUT Reference #: 32242.015  
Contractor: Diversified Intl Sciences  
Contract #: DTFA0190Y01055

**Department: Transportation**

Document Title: Electronic Document Management Systems (EDMS)  
INPUT Reference #: 32242.016  
Contractor: I-Net  
Contract #: DTFA0294C94900

**Department: Treasury**

Document Title: Operation and Maintenance of Records Management Related PAR: Vii-12-112  
RFP #: CC94R0007  
Document Type: RFP  
INPUT Reference #: 25000.12



# Recent DPAs

## Army

6/13/94 KMA-92-0469(B)  
For a modification to DPA KMA-92-0469(A) of 9/21/93 for the acquisition of CENTREX and Local Exchange Dial Tone services.

This DPA responds to an APR of 4/11/94.

6/13/94 KMA-94-0334  
For the acquisition of software for the Excellence in Pacific Information Processing Capabilities (EXCEL PACIFIC) project.

This DPA responds to an APR of 5/10/94.

## Commerce

6/8/94 KMA-94-0321  
For an exception from the use of GSA's mandatory local services program for the National Oceanographic and Atmospheric Administration's office located in Charleston, South Carolina.

This DPA responds to an APR of 5/11/94.  
Commerce may utilize the POTS contract to satisfy this requirement.

## Defense

6/10/94 KMA-91-0200(B)  
For the modification of DPA KMA-91-0200 of 3/21/91 to acquire International Switched Voice Service (ISVS) to support defense and civilian agencies.

This DPA responds to the APR of 5/20/94.

5/13/94 KMA-94-0307

For operating system software for the Automated Warehouse System operated by the Defense Logistics Agency.

This DPA responds to the APR of 5/2/94.

## GAO

6/10/94 KMA-94-0345

For the acquisition of resources to support the U.S. General Accounting Office.

This DPA responds to an APR of 6/8/94.

6/10/94 KMA-94-0346

For the acquisition of resources to support the U.S. General Accounting Office (GAO).

This DPA responds to an APR of 6/8/94.

## GSA

6/13/94 KMA-91-0369(A)

For the modification of DPA KMA-91-0369 of 8/19/91 to acquire resources in support of Office Automation and Local Area Network.

This DPA responds to the APR of 6/8/94.

## HHS

6/9/94 KMA-92-0028(A)

For the modification of DPA KMA-92-0028 of 11/18/91 to acquire support services for the Public Health Service.

This DPA responds to the APR of 5/26/94.

6/13/94 KMA-93-0266(A)

For the modification of DPA KMA-93-0266 (undated) to acquire support services for

the Health Care Finance Administration's Initial Enrollment Questionnaire program.

This DPA responds to the APR of 5/23/94.

5/12/94 KMA-94-0306

For facilities management services in support of the Health Care Finance Administration's computer facilities in Baltimore, Maryland.

This DPA responds to the APR of 4/25/94. Approval is granted for a three-month base period with one nine-month option period.

5/26/94 KMA-94-0322

For the acquisition of resources in support of end user computing at the Public Health Service.

This DPA responds to an APR of 5/18/94. HHS must ensure that EPA energy Star requirements are met.

6/8/94 KMA-94-0330

For the acquisition of resources to support the Substance Abuse and Mental Health Services Administration in the Public Health Service.

This DPA responds to an APR of 5/23/94.

6/10/94 KMA-94-0341

For the acquisition of spreadsheet software for the Social Security Administration.

This DPA responds to an APR of 6/6/94.

---

## **HUD**

6/6/94 KMA-94-0310

For support services for the Systems Engineering Group (SEG).

This DPA responds to an APR of 5/6/94. GSA has selected HUD's SEG Project for a comprehensive review.

---

## **Interior**

6/8/94 KMA-94-0342

For the acquisition of resources to support the Minerals Management Service and other bureaus and offices of DOI.

This DPA responds to an APR of 6/7/94. DOI must ensure that EPA energy Star requirements are met.

---

## **Justice**

6/10/94 KMA-93-0495(C)

For the modification of DPA KMA-93-0495(B) on 3/8/94 to acquire services in support of the Immigration and Naturalization Service nationwide. This DPA responds to the APR of 6/7/94. Approval is to exercise the final three-month option of the contract.

6/2/94 KMA-94-0325

For the acquisition of resources to support the Federal Bureau of Investigation's Massively Parallel Processor technology.

This DPA responds to an APR of 5/18/94.

6/10/94 KMA-94-0336

For the acquisition of resources to support



the Computer Assisted Legal Research (CALR) Procurement.

This DPA responds to an APR of 5/26/94.

6/13/94 KMA-94-0351

For the acquisition of support services in support of the Justice Consolidated Office Network's Project Office.

This DPA responds to an APR of 6/10/94.

---

## NASA

6/9/94 KMA-93-0443(A)

For the modification of DPA KMA-93-0433 of 8/31/93 to acquire resources in support of Johnson Space Center.

This DPA responds to the APR of 6/6/94.

5/17/94 KMA-94-0312

For the acquisition of resources for the Ocean Color Program.

This DPA responds to an APR of 5/10/94.

5/19/94 KMA-94-0315

For the acquisition of resources in support of Goddard Space Flight Center and Wallops Flight Facility.

This DPA responds to an APR of 5/13/94.

5/20/94 KMA-94-0317

For the acquisition of resources to support the Socio-Economic Data and Applications Center.

This DPA responds to an APR of 5/17/94. NASA must ensure that EPA Energy Star requirements are met under this contract.

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## Navy

6/2/94 KMA-94-0331

For the acquisition of Networking Support Services.

This DPA responds to an APR of 5/17/94. Navy must ensure that EPA energy Star requirements are met.

6/3/94 KMA-94-0332

For the acquisition of support services for existing Corporate Information Management and Information Resource Systems at the Space and Naval Warfare Systems Command, Arlington, Virginia.

This DPA responds to an APR of 5/16/94.

6/7/94 KMA-94-0333

For the acquisition of support services, software and equipment for the Shipboard Management Information System within the Military Sealift Command.

This DPA responds to an APR of 5/16/94.

6/2/94 KMA-94-0334

For the acquisition of hardware and software for the Shipboard Management Information Systems on ships of the Military Sealift Command.

This DPA responds to an APR of 5/16/94. Navy must ensure that EPA energy Star requirements are met.

6/13/94 KMA-94-0349

For the acquisition of resources to support the John Hopkins University, Applied Physics Laboratory Research and Support Services contract.

This DPA responds to an APR of 6/9/94.

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## Transportation

5/16/94 KMA-94-0313

For the acquisition of services in support of the Federal Aviation Administration's Systems Support Facility Hardware Project.

This DPA responds to an APR of 5/11/94.

5/25/94 KMA-94-0326

For the acquisition of support services in support of the National Highway Traffic Safety Administration's Traffic Safety Program.

This DPA responds to an APR of 5/17/94.

6/8/94 KMA-94-0328

For the acquisition of maintenance services in support of Federal Aviation Administration's Traffic Management System.

This DPA responds to an APR of 5/24/94.

6/6/94 KMA-94-0329

For the acquisition of resources in support of Federal Aviation Administration's Departure Sequencing Program.

This DPA responds to an APR of 5/24/94. Performance measurements will be used to track this acquisition.

---

## Treasury

6/3/94 KMA-83-0113(D)

For the modification of DPA KMA-83-0113 of 3/31/83 to acquire the Communications Replacement System.

This DPA responds to the APR of 6/6/94.

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This newsletter is issued as part of INPUT's Federal Information Technology Procurement Analysis Reports Service. If you have questions or comments on this newsletter, please call your local INPUT organization or Bob Deller at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182, (703) 847-6870



# Federal Newsletter

A Publication from INPUT's Federal Procurement Analysis Reports Service

Vol. II, No. 7

August 1994

The Winds of Change

## Researcher's Corner

by Bob Deller

More and more, business strategies of companies selling to the federal government seek information about other markets. Not only state and local, but commercial markets worldwide attract the attention of business managers interested in broadening their opportunity bases.

INPUT is sponsoring an Executive Conference aimed at presenting important information on these markets. Commercial business developers will be attending to stay abreast of market

drivers. Vendors to the federal market can also benefit from the information that will be presented. All business managers are encouraged to attend.

Presentations at the conference will focus on worldwide market forecasts. Specific opportunities in Latin America, the Pacific Rim countries and Europe will be briefed by experts in those market areas. Vertical markets, such as banking & finance, health sciences, telecommunications and utilities, will be presented by more than 20 industry speakers in break-out sessions. Technology issues, including outsourcing, client/server and electronic commerce, that influence the shape of business process reengineering will be briefed by INPUT's senior analysts.

The conference, "The Winds of Change," will take place at Westfields International Conference Center in Chantilly, VA, Thursday, September 22 and Friday, September 23, 1994. INPUT's federal clients are invited to attend at the discounted rate of \$495. Call Barbara Fisher at 703-847-6870 for details.

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# INPUT Notes

## INPUT's Executive Conference

INPUT's Annual Executive Conference, "The Winds of Change", will be held on September 22 and 23, 1994 at Westfields International Conference Center in Chantilly, VA.

## INPUT's Breakfasts

INPUT's September Executive Breakfast will feature Philip Cameron of the Drug Enforcement Administration and is scheduled for September 13, 1994 at the Tyson's Corner Marriott in Vienna, VA.

INPUT's November Executive Breakfast will feature GSA Administrator Roger Johnson and is scheduled for November 10, 1994.

# July Procurement Highlights

## AIR FORCE

C-CS V-01-213

Bids are due on August 24, 1994 for the Communication-Computer Systems Support contract. An award is scheduled for December 1994.

V-01-214

The Command and Control (C2) Workstation Draft RFP is expected in October 1994. This procurement is also known as AFCAC 308 recompet.

C4 SVCS

V-01-222

A Draft RFP was released on August 4, 1994 for the Command, Control, Communications and Computer Services procurement. Comments are due on August 31, 1994. The Final RFP is expected during 1QFY95.

## NAVY

TAC-IV V-03-138

An award is expected in October 1994 for the Tactical Advanced Computers 4 contract.

WSSA V-03-170

The Draft RFP for the Weapons Systems Software Activity contract was released on August 15, 1994. Bids are due on September 9, 1994. The Final RFP is anticipated to be released in October 1994.

## DISA

V-04G-047

Bids were due on July 11, 1994 for the Infosec Technical Services Contract. An award is expected in October 1994.

## AGRICULTURE

FEDCAC 107 VI-05-030

The Integrated Information Management Program was awarded to IBM Federal on June 10, 1994 for \$276 million. Digital Equipment Corporation filed a protest on June 29, 1994 charging that FEDCAC failed to conduct meaningful discussions with the company. The IBM contract was terminated on August 5, 1994. GSA will



be issuing an amendment which will direct how the solicitation will be awarded.

VI-05-047

The RFP was released on August 12, 1994 for the Long-Term Support Services contract. Bids are due on September 26, 1994. An award is anticipated for December 1994.

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## ENERGY

VI-07-116

The Final RFP for the Massively Parallel High Performance Production Computer System is scheduled to be released in September 1994. Bids will be due 30 days after the RFP is released. An award is anticipated for late 2QFY95.

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## HHS

VII-08-070

The Information Technology Support Services contract was awarded on July 28, 1994 to the MIL Corporation for \$1,153,877.

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## JUSTICE

VII-10-115

The RFP for the EPIC Computer-related Services contract is scheduled to be released on September 9, 1994 and bids will be due 30 days later. An award is anticipated for February 1995.

---

## TRANSPORTATION

VII-11-102

The Federal Information Processing Support Services contract is up for recompet. The RFP is expected to be released in November 1994 with an award to be made in April 1995.

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## TREASURY

VII-12-117

An RFP for a Maintenance and Support Services contract for IRS is scheduled for release in January 1995 and bids will be due in March 1995. The award is anticipated for September 1995.

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## GSA

FTS 2000 Recompete VII-14-030

The Federal Telecommunications Services 2000 Recompete Draft RFP is anticipated for March 1995. However, given the controversy surrounding the details of the future of the FTS 2000 program, any release date should be considered speculation.

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## NASA

VIII-15-158

There was a Sources Sought announcement in the CBD on August 3, 1994 for the Defining Satellite System Concepts procurement. An RFP is expected in mid-September 1994 and bids will be due 30 days later.

*Continued on next page*

## FEDERAL TRADE COMMISSION

VIII-35-001

An award is expected in December 1994 for the Facilities Management Service contract.

## Recent Library Acquisitions

Department: Agriculture  
Document Title: Cotton Management System  
Related PAR: VI-05-043  
RFP #: ASCSR00394DC  
Document Type: Amendments, BML  
INPUT Reference #: 03026

Department: Agriculture  
Document Title: Long-term Technical Support Services  
Related PAR: VI-05-047  
RFP #: RFP0094R1036BB  
Document Type: RFP, Bidders list  
INPUT Reference #: 03027

Department: Air Force  
Document Title: Global Positioning System/Operational Control  
Document Type: Contract  
INPUT Reference #: 32020.036  
Contractor: Loral  
Contract #: F0460693D0525

Department: Air Force  
Document Title: Omnibus Acquisition Logistics  
Document Type: Contract, Mods  
INPUT Reference #: 32020.37

Contractor: SEMCO  
Contract #: F3365791D2259

Department: Air Force  
Document Title: Financial Management  
Document Type: Contract, Mods  
INPUT Reference #: 32020.038  
Contractor: TASC  
Contract #: F3365790D0050

Department: Air Force  
Document Title: Omnibus Acquisition Logistics  
Document Type: Contract, Mods  
INPUT Reference #: 32020.039  
Contractor: RJO  
Contract #: F3365791D2258

Department: Air Force  
Document Title: Omnibus Support  
Document Type: Contract, Mods  
INPUT Reference #: 32020.040  
Contractor: H.J. Ford  
Contract #: F3365789D0113

Department: Air Force  
Document Title: Omnibus Support  
Document Type: Contract  
INPUT Reference #: 32020.041  
Contractor: MTC  
Contract #: F3365789D0114

Department: Air Force  
Document Title: Systems Engineering  
Document Type: Contract  
INPUT Reference #: 32020.042  
Contractor: MTC  
Contract #: F3365789D2281

Department: Air Force  
Document Title: LAN/WAN Support  
Document Type: Contract, Mods  
INPUT Reference #: 32020.043



Contractor: SSDS Inc.  
Contract #: F0560494C9003

Department: Air Force  
Document Title: LAN/WAN Support  
RFP #: F0560493R9009  
Document Type: RFP, Amendments  
INPUT Reference #: 02091

Department: Air Force  
Document Title: Joint STARS Paperless  
Automated Depot  
Related PAR: V-01-210  
RFP #: F0960394R42903  
Document Type: DRFP  
INPUT Reference #: 02090.003A

Department: Air Force  
Document Title: Warning Systems  
Software Support  
Document Type: Proposal & Contract  
INPUT Reference #: 32020.034  
Contractor: Kaman Sciences  
Contract #: F0560493C9006

Department: Air Force  
Document Title: Cheyenne Mountain AFB  
Software Support  
Document Type: Proposal & Contract  
INPUT Reference #: 32020.035  
Contractor: Kaman Sciences  
Contract #: F0560391C0011

Department: Army  
Document Title: DSREDS  
Document Type: Contract, Mods  
INPUT Reference #: 32021.029  
Contractor: Odetics, Inc.  
Contract #: DAAA2191C0002

Department: Army  
Document Title: GPS - operational control  
segment

RFP #: DAAA2190R1088  
Document Type: RFP  
INPUT Reference #: 02174.001

Department: Army  
Document Title: Information Mission Area  
Document Type: Contract, Mods  
INPUT Reference #: 32021.030  
Contractor: EDS  
Contract #: DAHC9490D0010

Department: Army  
Document Title: WARSIM 2000  
Related PAR: V-02-103  
RFP #: N6133994R0058  
Document Type: RFP  
INPUT Reference #: 02172

Department: Army  
Document Title: Microsoft Programming  
Services  
RFP #: DACA8894R0035  
Document Type: RFP, BML, Amendment  
INPUT Reference #: 02176

Department: Army  
Document Title: White Sands Missile  
Range  
Related PAR: V-02-113  
RFP #: DAAB0794RL532  
Document Type: RFP  
INPUT Reference #: 02173

Department: Army  
Document Type: Contract, Mods  
INPUT Reference #: 32021.027  
Contractor: Telos  
Contract #: DAAB0791DQ502

*Continued on next page*

Department: Army  
Document Title: Information Systems  
Software Center  
Document Type: Contract, Mods, Task  
INPUT Reference #: 32021.028  
Contractor: IBM  
Contract #: DAHC9490D0011

Department: Army  
Document Title: Cost Recovery in Support  
of Superfund Program  
RFP #: DACW4594R0062  
Document Type: RFP, BML, Amendment  
INPUT Reference #: 02175

Department: Commerce  
Document Title: Automated Patent  
System  
Document Type: Contract, Mods  
INPUT Reference #: 32046.005  
Contractor: PRC  
Contract #: 50SAPT400319

Department: Commerce  
Document Title: U.S. Department of  
Commerce Telephone Directory  
Document Type: Directory  
INPUT Reference #: 04018

Department: Defense  
Document Title: DoD HPC Advanced  
Briefing to Industry  
Related PAR: V-04M-001  
Document Type: Briefing notes  
INPUT Reference #: 02511

Department: Defense  
Document Title: High Performance  
Computing Modernization Plan  
Document Type: Reference  
INPUT Reference #: 02480

Department: Defense  
Document Title: Positioning & Navigation  
Systems Technical Analysis  
RFP #: DASW0194R0076  
Document Type: RFP  
INPUT Reference #: 02513

Department: Defense  
Document Title: Systems Engineering &  
Technical Assistance  
Document Type: Contract, Mods  
INPUT Reference #: 02512  
Contractor: Booz Allen & Hamilton, Inc  
Contract #: DCA10091C0015

Department: Defense  
Document Title: Network Management  
Document Type: Contract, Mods  
INPUT Reference #: 32024.012  
Contractor: I-Net  
Contract #: DCA20093D0024

Department: Defense  
Document Title: Department of Defense  
Telephone Directory, April 94  
Document Type: Reference  
INPUT Reference #: 01806

Department: Energy  
Document Title: Massively Parallel High  
Performance Computer  
Related PAR: VI-07-116  
RFP #: B278565  
Document Type: DRFP  
INPUT Reference #: 06035

Department: Energy  
Document Title: Technical & Program  
Support Services  
Document Type: Contract  
INPUT Reference #: 32060.015  
Contractor: Coleman Research Corp  
Contract #: DEAC0193EW10279



Department: Energy  
 Document Title: Technical Assistance  
 Document Type: Contract  
 INPUT Reference #: 32060.017  
 Contractor: PAI Corp  
 Contract #: DEAC0889NV10793

Department: Energy  
 Document Title: Management &  
 Operation of Nevada Test Site  
 Document Type: Contract  
 INPUT Reference #: 32060.016  
 Contractor: Reynolds Electrical & Eng  
 Contract #: DEAC089NV11432

Department: EPA  
 Document Title: Enforcement Support  
 Services  
 Document Type: Contract  
 INPUT Reference #: 32070.016  
 Contractor: TechLaw, Inc.  
 Contract #: 68W40025

Department: EPA  
 Document Title: Enforcement Support  
 Services  
 Document Type: Contract  
 INPUT Reference #: 32070.017  
 Contractor: DPRA, Inc.  
 Contract #: 68W40016

Department: EPA  
 Document Title: Enforcement Support  
 Services  
 Document Type: Contract, Mods  
 INPUT Reference #: 32070.018  
 Contractor: SAIC  
 Contract #: 68W40021

Department: EPA  
 Document Title: Enforcement Support  
 Services  
 Document Type: Contract, Mods

INPUT Reference #: 32070.019  
 Contractor: Dynamac  
 Contract #: 68W40015

Department: EPA  
 Document Title: Information Technology  
 Architecture Support  
 Related PAR: VIII-17-021  
 RFP #: W3000335A3  
 Document Type: RFP, BML, Amendment  
 INPUT Reference #: 07013

Department: EPA  
 Document Title: RCRA Superfund Hotline  
 Document Type: Contract, Mods  
 INPUT Reference #: 32070.014  
 Contractor: Booz Allen and Hamilton  
 Contract #: 68W00039

Department: EPA  
 Document Title: Headquarters Technical  
 Enforcement Support  
 Document Type: Contract, Mods  
 INPUT Reference #: 32070.015  
 Contractor: DPRA, INC  
 Contract #: 68W10007

Department: EPA  
 Document Title: Toxic Release Inventory  
 Document Type: Contract, Mods  
 INPUT Reference #: 32070.013  
 Contractor: Computer Based Systems, Inc.  
 Contract #: 68W20011

Department: Federal IT Acquis. Team  
 Document Title: To Improve The Federal  
 IT Acquisition Process  
 Document Type: Report  
 INPUT Reference #: 01830

*Continued on next page*

Department: FEMA  
Document Title: LAN/WAN Development  
and Integration Program  
RFP #: EMV88R0139  
Document Type: Contract, RFP  
INPUT Reference #: 32126.003  
Contractor: Advanced Integrated Tech  
Contract #: EMV89C0139

Department: GAO  
Document Title: U.S. Postal Service  
Proposed Policy to Accept Credit  
RFP #: GAOGGD94154  
Document Type: GAO Report  
INPUT Reference #: 1105.19

Department: GAO  
Document Title: Customs Service  
Information on User Fees  
RFP #: GAOGGD94165FS  
Document Type: GAO Report  
INPUT Reference #: 1105.19

Department: GAO  
Document Title: Social Security - New  
Continuing Disability Review  
RFP #: GAOHEHS94118  
Document Type: GAO Report  
INPUT Reference #: 1105.19

Department: GAO  
Document Title: Health Care Reform -  
Proposals Have Potential  
RFP #: GAOHEHS94158  
Document Type: GAO Report  
INPUT Reference #: 1105.19

Department: GAO  
Document Title: Financial Audit -  
Examination of Customs' FY 93  
RFP #: GAOAIMD94119  
Document Type: Report To Congress  
INPUT Reference #: 1105.19

Department: GAO  
Document Title: Smart Highways -  
Challenges Facing DOT's IVHS  
RFP #: GAOTRCED94253  
Document Type: GAO Testimony  
INPUT Reference #: 1105.19

Department: GAO  
Document Title: Judiciary Automation  
Fund - Reauthorization Should  
RFP #: GAOTGGDAIMD94176  
Document Type: GAO Testimony  
INPUT Reference #: 1105.19

Department: GAO  
Document Title: Veterans' Health Care -  
Efforts to Make VA Competitive  
RFP #: GAOTHEHS94197  
Document Type: GAO Testimony  
INPUT Reference #: 1105.19

Department: GAO  
Document Title: Paperwork Reduction Act  
- Opportunity to Strengthen  
RFP #: GAOTAIMDGGD94126  
Document Type: GAO Testimony  
INPUT Reference #: 1105.19

Department: GAO  
Document Title: Veterans' Health Care -  
Veterans' Perceptions VA  
RFP #: GAOTHEHS94150  
Document Type: GAO Testimony  
INPUT Reference #: 1105.19

Department: GAO  
Document Title: Bureau of the Census -  
Management Issues Require  
RFP #: GAOTGGDAIMD94171  
Document Type: GAO Testimony  
INPUT Reference #: 1105.19



Department: GAO  
 Document Title: Financial Management -  
 Status of CFO Act Implement  
 RFP #: GAOTAIMD94150  
 Document Type: GAO Testimony  
 INPUT Reference #: 1105.19

Department: GAO  
 Document Title: Navy Ships - Seawolf of  
 Cost Increases and Schedule  
 RFP #: GAONSIAD94201BR  
 Document Type: GAO Report  
 INPUT Reference #: 1105.19

Department: GAO  
 Document Title: Veteran's Benefit-Status  
 of Claims Processing Init  
 RFP #: GAOHEHS94183BR  
 Document Type: GAO Report  
 INPUT Reference #: 1105.19

Department: GAO  
 Document Title: Aviation Safety-FAA's  
 Assessment of Pre-flight  
 RFP #: GAOAIMD94137BR  
 Document Type: GAO Report  
 INPUT Reference #: 1105.19

Department: GAO  
 Document Title: Resolution Trust  
 Corporation-Interim Report  
 RFP #: GAOGGD94114  
 Document Type: GAO Report  
 INPUT Reference #: 1105.19

Department: GAO  
 Document Title: Health Care Benefits and  
 Barriers to Automated  
 RFP #: GAOTAIMD94117  
 Document Type: GAO Testimony  
 INPUT Reference #: 1105.19

Department: GAO  
 Document Title: Welfare To Work - JOBS  
 Automated Systems Do Not  
 RFP #: GAOAIMD9444  
 Document Type: GAO Report  
 INPUT Reference #: 1105.19

Department: GAO  
 Document Title: BUDGET POLICY -  
 Issues in Capping Mandatory Spend  
 RFP #: GAOAIMD94155  
 Document Type: GAO Report  
 INPUT Reference #: 1105.19

Department: GAO  
 Document Title: Financial Audit-  
 Resoultion Trust Corporation's  
 RFP #: GAOAIMD94148  
 Document Type: GAO Report  
 INPUT Reference #: 1105.20

Department: GAO  
 Document Title: Financial Audit-Federal  
 Deposit Insurance Corporat  
 RFP #: GAOAIMD94135  
 Document Type: GAO Report  
 INPUT Reference #: 1105.20

Department: GAO  
 Document Title: Medical ADP Systems -  
 Defense Tools and Methodology  
 RFP #: GAOAIMD9461  
 Document Type: GAO Report  
 INPUT Reference #: 1105.20

Department: GAO  
 Document Title: Committee on  
 Governmental Affairs-Alleged Senate  
 RFP #: GAOOSI9430  
 Document Type: GAO Report  
 INPUT Reference #: 1105.20

*Continued on next page*

Department: GAO  
Document Title: Reports and Testimony  
June 1994  
RFP #: GAOOPA949  
Document Type: GAO Report  
INPUT Reference #: 1105.20

Department: GAO  
Document Title: Financial Management-  
Status of CFO Act Implementat  
RFP #: GAOtAIMD94157  
Document Type: GAO Testimony  
INPUT Reference #: 1105.20

Department: GAO  
Document Title: Financial Management-  
Status of CFO Act Implementat  
Document Type: GAO Testimony  
INPUT Reference #: 1105.20

Department: GAO  
Document Title: Health Reform-  
Purchasing Cooperatives Have and Inc  
RFP #: GAOTHEHS94196  
Document Type: GAO Testiomony  
INPUT Reference #: 1105.20

Department: GAO  
Document Title: IRS Automation-  
Controlling Electronic Filing Fraud  
Document Type: GAO Testimony  
INPUT Reference #: 1105.20

Department: GAO  
Document Title: ADP Labor Support  
Services  
Related PAR: VIII-37-002  
RFP #: OAM94N0010  
Document Type: RFP  
INPUT Reference #: 08201

Department: GSA  
Document Title: Telecommunications  
Support Contract  
Related PAR: VIII-14-035  
RFP #: KELDL940001  
Document Type: DRFP, BML  
INPUT Reference #: 12085

Department: GSA  
Document Title: ADP Technical Support  
Services for Business Apps  
RFP #: 3KC92AB04  
Document Type: Contract, Mods  
INPUT Reference #: 32120.002  
Contractor: CTA Incorporated  
Contract #: GS03K94DSD1001

Department: GSA  
Document Title: Products and Service  
Codes (FPDS)  
Document Type: Reference  
INPUT Reference #: 01826

Department: GSA  
Document Title: Federal Procurement  
Report FY 1993  
Document Type: Reference  
INPUT Reference #: 01827

Department: GSA  
Document Title: A Guide for Acquiring  
Software Development Svcs.  
Document Type: IRM Plan  
INPUT Reference #: 12086

Department: HHS  
Document Title: Federal Information  
Processing Support Services  
RFP #: RFP5894HHSOS  
Document Type: RFP  
INPUT Reference #: 13404



Department: HHS  
 Document Title: Submission Management  
 and Review Tracking System (SMART)  
 Document Type: Contract, Mods  
 INPUT Reference #: 32135.001  
 Contractor: SRA  
 Contract #: 223945529

Department: HHS  
 Document Title: Section B  
 Document Type: Contract  
 INPUT Reference #: 32133.002  
 Contractor: IBM  
 Contract #: 6009308653

Department: Interior  
 Document Title: Distributed Information  
 System II  
 Document Type: Contract  
 INPUT Reference #: 32150.010  
 Contractor: Data General  
 Contract #: 1408000123442

Department: Interior  
 Document Title: Modernization  
 Engineering and Development Support  
 Related PAR: VII-09-038  
 RFP #: 8049  
 Document Type: RFP  
 INPUT Reference #: 15032

Department: Justice  
 Document Title: Department of Justice  
 Telephone Directory  
 Document Type: Directory  
 INPUT Reference #: 16000.08

Department: Justice  
 Document Title: JCON Software  
 Conversion Study  
 Related PAR: VII-10-052  
 Document Type: Reference  
 INPUT Reference #: 16013.01

Department: Justice  
 Document Title: Evaluation of Word  
 Processing Training & Conversion  
 Related PAR: VII-10-052  
 Document Type: Reference  
 INPUT Reference #: 16013.01

Department: Justice  
 Document Title: Justificaton for Other  
 Than Full & Open Competition  
 Related PAR: VII-10-052  
 INPUT Reference #: 16013.01

Department: Justice  
 Document Title: Local-Area Network  
 Requirement  
 Related PAR: VII-10-108  
 RFP #: MS94R0043  
 Document Type: RFP  
 INPUT Reference #: 16304

Department: Justice  
 Document Title: ADP Hardware and  
 Software Maintenance  
 Related PAR: VII-10-109  
 RFP #: MS94R0032  
 Document Type: RFP  
 INPUT Reference #: 16303

Department: NASA  
 RFP #: RFP547384  
 Document Type: Contract, RFP, Prog Rpts  
 INPUT Reference #: 32189.015  
 Contractor: General Sciences Corp.  
 Contract #: NAS531733

Department: NASA  
 Document Type: Contract, Source Select  
 INPUT Reference #: 32181.003  
 Contractor: Bendix Field Engineering  
 Contract #: NAS213080

*Continued on next page*

Department: NASA  
Document Title: NAS Comprehensive Services  
Document Type: Contract, Source Select  
INPUT Reference #: 32181.004  
Contractor: Computer Sciences Corp  
Contract #: NAS212961

Department: NASA  
Document Type: Contract, Source Select  
INPUT Reference #: 32181.005  
Contractor: Sterling Software  
Contract #: NAS213619

Department: NASA  
Document Type: Contract, Source Select  
INPUT Reference #: 32181.006  
Contractor: Sterling Software  
Contract #: NAS213210

Department: NASA  
Document Title: Ocean Color Program  
Document Type: Contract, task orders  
INPUT Reference #: 32189.016  
Contractor: General Sciences Corp.  
Contract #: NAS530777

Department: NASA  
Document Title: Ocean color support  
RFP #: RFP532154/2q7  
Document Type: RFP  
INPUT Reference #: 18220

Department: NASA  
Document Title: PRISMS  
Document Type: Contract  
INPUT Reference #: 32188.004  
Contractor: CSC  
Contract #: NAS860000

Department: NASA  
Document Title: Special Payloads Division Engineering Support

RFP #: RFP541650  
Document Type: RFP, Technical Proposal  
INPUT Reference #: 18218  
Contractor: GE Government Services

Department: Navy  
Document Title: Database Machines  
Related PAR: V-01-129  
Document Type: Contract  
INPUT Reference #: 32022.075  
Contractor: Technical Management Analysis  
Contract #: F1962893D0018

Department: Navy  
Document Title: Technical Logistics Support  
Document Type: Technical Proposal  
INPUT Reference #: 32022.065  
Contractor: ELS, Inc.  
Contract #: N0002492R5200

Department: Navy  
Document Title: NLLS  
Document Type: Contract  
INPUT Reference #: 32022.066  
Contractor: Summit Research  
Contract #: N6092191D0067

Department: Navy  
Document Title: Technical Services  
Document Type: Mods  
INPUT Reference #: 32022.067  
Contractor: EG&G  
Contract #: N6092194DA213

Department: Navy  
Document Title: WSSA Support Services  
Related PAR: V-03-170  
RFP #: N6893694R0448  
Document Type: DRFP  
INPUT Reference #: 02284



Department: Navy  
 Document Title: ADP Technical Support Services  
 Document Type: Contract, Mods  
 INPUT Reference #: 32022.076  
 Contractor: QSoft, Inc.  
 Contract #: N6852090D0065

Department: Navy  
 Document Title: Surtass Operations & Maintenance Technical Crews  
 RFP #: N0003987R0119(Q)  
 Document Type: Technical Proposal  
 INPUT Reference #: 02285  
 Contractor: Hughes Aircraft Company  
 Contract #: N0003987C0119

Department: Navy  
 Document Title: Omnibus ADP Support  
 Document Type: Contract, Mods  
 INPUT Reference #: 32022.068  
 Contractor: Boeing Computer  
 Contract #: N6603290D0003

Department: Navy  
 Document Title: Support Services  
 Document Type: Contract, Mods  
 INPUT Reference #: 32022.069  
 Contractor: Vitro  
 Contract #: N0002491C5121

Department: Navy  
 RFP #: N6603293R0008  
 Document Type: Contract  
 INPUT Reference #: 32022.070  
 Contractor: Wiltel  
 Contract #: N6603294D0004

Department: Navy  
 Document Type: Contract  
 INPUT Reference #: 32022.071  
 Contractor: ITS  
 Contract #: N0003391D3005

Department: Navy  
 Document Type: Contract  
 INPUT Reference #: 32022.073  
 Contractor: Lockheed Aircraft Services  
 Contract #: N0001986C0236

Department: Navy  
 Document Type: Task Orders  
 INPUT Reference #: 32022.072  
 Contractor: AT&T Technical Services  
 Contract #: N0003993C0059

Department: Navy  
 Document Title: Point-of-Sale Systems  
 RFP #: NNA25093R0013  
 Document Type: Contract  
 INPUT Reference #: 32022.074  
 Contractor: NCR Corporation  
 Contract #: NNA25093D0042

Department: State  
 Document Title: Support Service  
 Document Type: Contract, Mods  
 INPUT Reference #: 32230.005  
 Contractor: JAYCOR  
 Contract #: I049589004

Department: Transportation  
 Document Title: Aviation Security Research & Development Service  
 Document Type: Contract  
 INPUT Reference #: 32242.017  
 Contractor: Galaxy Scientific Corp  
 Contract #: DTFA0392C00035

Department: Transportation  
 Document Title: Wide Area Augmentation System (WAAS)  
 Related PAR: VII-11-098  
 RFP #: DTFA0194R21474  
 Document Type: RFP  
 INPUT Reference #: 24247

*Continued on next page*

Department: Treasury  
Document Title: Data Communication  
Network System  
Document Type: Contract, Mods  
INPUT Reference #: 32258.002  
Contractor: U.S. Sprint  
Contract #: TSS8632

Department: Treasury  
Document Title: ADP Support Services  
Related PAR: VII-12-111  
RFP #: CS94024  
Document Type: Draft SOW  
INPUT Reference #: 25207

Department: Treasury  
Document Title: ADP Support Services  
Related PAR: VII-12-107  
RFP #: CS94032  
Document Type: RFP  
INPUT Reference #: 25208

Department: Treasury  
Document Title: SSA Telecommunications  
Project  
Document Type: Contract, Mods  
INPUT Reference #: 32254.001  
Contractor: M-Cubed Information Systems  
Contract #: TFMS9313

Department: Treasury  
Document Type: Contract  
INPUT Reference #: 32255.008  
Contractor: GC Services  
Contract #: TIR900064

Department: Treasury  
Document Type: Contract  
INPUT Reference #: 32255.007  
Contractor: GC Services  
Contract #: TIR920032

## Recent DPAs

### AGRICULTURE

7/21/94 KMA-94-0397  
For the acquisition of resources in support of the Telecommunications Service Office. This DPA responds to an APR of 7/18/94.

7/22/94 KMA-94-0396  
For the acquisition of resources in support of the Local-Area Network Management Center. This DPA responds to an APR of 7/18/94. USDA must ensure that accessibility needs are addressed.

7/22/94 KMA-94-0403  
For the acquisition of resources in support of the Federal Home Administration. This DPA responds to an APR of 7/19/94.

8/2/94 KMA-94-0418  
For the acquisition of resources in support of the Food and Nutrition Service. This DPA responds to an APR of 7/28/94.

8/5/94 KMA-94-0406  
For an exception to the mandatory use of Consolidated Local Telecommunications Service at the Soil Conservation Service Albuquerque, New Mexico State Office. This DPA responds to an APR of 7/19/94. DPA is granted for 5 years.

### AIR FORCE

8/2/94 KMA-94-0383  
For the acquisition of resources to support the McClellan Air Force Base Consolidated Network Support Contract. This DPA responds to an APR of 7/6/94.



**8/2/94** KMA-93-0333(A)  
For the modification of DPA KMA-93-0333 on 7/12/93 to acquire telecommunications cable transmission services for Holloman Air Force Base, New Mexico. This DPA responds to the APR of 7/15/94.

**8/3/94** KMA-93-0337(A)  
For the modification of DPA KMA-93-0337 on 7/13/93 to acquire telecommunications cable transmission services for Peterson Air Force Base, Colorado. This DPA responds to the APR of 7/22/94.

**8/3/94** KMA-93-0338(A)  
For the modification of DPA KMA-93-0338 on 7/13/93 to acquire telecommunications cable transmission services for Seymour Johnson Air Force Base, North Carolina. This DPA responds to the APR of 7/22/94.

**8/3/94** KMA-93-0339(A)  
For the modification of DPA KMA-93-0339 on 7/12/93 to acquire telecommunications cable transmission services for the Shaw Air Force Base, South Carolina. This DPA responds to the APR of 7/22/94.

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## ARMY

**7/26/94** KMA-94-0370  
For the acquisition of a Telephone Switching System for the Missouri River Division. This DPA responds to an APR of 6/24/94. Corps of Engineers may utilize the POTS contract to satisfy this requirement. DPA not to exceed 5 years.

**7/27/94** KMA-91-0403(B)  
For a modification to DPA KMA-91-0403(A) on 6/9/93 for the acquisition of resources for the U.S. Army Automated Centralized Operations and Maintenance

Center Project. This DPA responds to an APR of 6/6/94.

**7/27/94** KMA-94-0412  
For the acquisition of software maintenance support service of Compuware Abend-Aid/MVS. This DPA responds to an APR of 7/20/94.

**7/28/94** KMA-93-0048(A)  
For the cancellation of DPA KMA-93-0048(A) of 11/25/92 for the Army's PM ILOGS ADP Support Services project. This action responds to the letter of 7/22/94. The DPA was canceled as requested.

**8/8/94** KMA-94-0401  
For the acquisition of support services for the Office of the Deputy Chief of Staff for Operations and Plans Metaphor Computer System. This DPA responds to an APR of 7/15/94.

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## DEFENSE

**7/22/94** KMA-94-0389  
For the acquisition of resources to support the Information Management and Technical Support project. This DPA responds to an APR of 7/7/94.

**7/29/94** KMA-94-0381  
For the acquisition of hardware, software and support services for the On-Site Inspection Agency. This DPA responds to an APR of 7/7/94. The agency must ensure that accessibility needs are addressed.

*Continued on next page*

**8/3/94** KMA-93-0512(B)  
For the modification of DPA KMA-93-0512 on 9/29/93 to acquire support services for the Integrated Automated Travel System of the Defense Finance and Accounting Service. This DPA responds to the APR of 7/26/94.

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## **EDUCATION**

**7/22/94** KMA-93-0043(A)  
For the modification of DPA KMA-93-0043 on 3/25/93 to acquire resources in support of office automation requirements. This DPA responds to the APR of 6/24/94.

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## **EPA**

**7/25/94** KMA-94-0184(A)  
For the modification of DPA KMA-94-0184 on 4/21/94 to acquire resources in support of the PC Local-Area Network. This DPA responds to the APR of 7/19/94. The DPA is modified through 9/30/98.

**7/29/94** KMA-94-0414  
For the acquisition of resources in support of the Office of Pesticide Programs. This DPA responds to an APR of 7/20/94.

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## **FEMA**

**7/27/94** KMA-93-0056(C)  
For the modification of DPA KMA-93-0056 on 12/16/92 to acquire resources for the Flood Map Distribution Center. This DPA responds to the APR of 6/29/94.

**8/2/94** KMA-94-0399  
For the acquisition of support services for the Automated Construction Estimating system, the Automated Disaster Assistance Management System and the Recovery Assistance Programs

Information and Delivery system. This DPA responds to an APR of 7/18/94. FEMA had exceeded the approval authority and has unauthorized commitments which require ratification.

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## **HHS**

**7/21/94** KMA-93-0395A  
For the cancellation of DPA KMA-93-0395 on 7/23/93 for the Public Health Services. This action responds to the letter of 7/7/94. The DPA is withdrawn and canceled.

**7/26/94** KMA-94-0141(A)  
For the modification of DPA KMA-94-0141 on 1/26/94 to acquire simulation modeling support. This DPA responds to the APR of 7/7/94.

**8/1/94** KMA-91-0278(A)  
For the modification of DPA KMA-91-0278 on 6/10/91 to acquire services for the GRATEFUL MED program within the National Library of Medicine. This DPA responds to the APR of 7/12/94.

**8/3/94** KMA-91-0432(A)  
For the modification of DPA KMA-91-0432 on 8/28/91 to acquire end user computing and networking resources for the Public Health Service's Centers for Disease Control. This DPA responds to the APR of 6/29/94.

**8/4/94** KMA-94-0099(A)  
For the modification of DPA KMA-94-0099 on 1/26/94 to acquire resources in support of the Social Security Administration's National Intelligent Workstation/Local-Area Network Project. This DPA responds to the APR of 7/28/94.



**8/5/94** KMA-92-0189(B)

For the modification of DPA 92-0189 of 2/14/92 to acquire support services for the National Institute of Health. This DPA responds to the APR of 7/18/94.

**8/10/94** KMA-94-0426

For the acquisition of systems utility software in support of the Social Security Administration's National Computer Center. This DPA responds to an APR of 8/3/94.

**8/10/94** KMA-94-0427

For the acquisition of IBM software maintenance for the Social Security Administration's National Computer Center. This DPA responds to an APR of 8/3/94.

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## INTERIOR

**7/28/94** KMA-94-0415

For an exception from the use of the Consolidated Local Telecommunications Service for the U.S. Geological Survey located at 2617 E. Lincolnway, Cheyenne, Wyoming. This DPA responds to an APR of 7/26/94. DPA is granted for 5 years.

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## JUSTICE

**7/22/94** KMA-94-0185(A)

For an exception from the use of the mandatory local services program for the DEA's Division Office in Phoenix, Arizona. This DPA responds to an APR of 5/2/94. DoJ may utilize the POTS contract to satisfy this requirement. DPA not to exceed 5 years.

**8/4/94** KMA-94-0115(A)

For the modification of DPA KMA-94-0115

on 1/5/94 to acquire Facsimile machines. This DPA responds to the APR of 7/29/94.

**8/10/94** KMA-94-0111(A)

For the modification of DPA KMA-94-0111 on 1/5/94 to acquire resources to support the installation of local-area networks at United States Marshals Service sites throughout the U.S. This DPA responds to the APR of 8/3/94.

**8/10/94** KMA-94-0428

For the acquisition of resources to support the Drug Enforcement Administration's El Paso Intelligence Center. This DPA responds to an APR of 8/4/94.

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## LABOR

**8/3/94** KMA-90-0412(B)

For the modification of DPA KMA-90-0412 on 7/25/90 to acquire resources for the Occupational Safety and Health Administration. This DPA responds to an APR of 8/2/94.

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## NASA

**7/21/94** KMA-94-0368

For the acquisition of resources to support the Ground Terminal Project Office. This DPA responds to an APR of 6/29/94.

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## NAVY

**8/2/94** KMA-94-0402

For the acquisition of resources to support the Navy's Space and Naval Warfare Systems Command Network Control Center. This DPA responds to an APR of 6/16/94.

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**8/8/94** KMA-93-0428(B)

For the modification of DPA KMA-93-0428(A) on 12/7/93 to acquire additional support services for the Naval Aviation Logistics Command Management Information System, program at the Navy Management Systems Support Office, Central Design Agency. This DPA responds to the APR of 7/25/94.

**8/10/94** KMA-94-0429

For the acquisition of services in support of the Naval Surface Warfare Center in Dahlgren, Virginia. This DPA responds to an APR of 7/27/94.

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## SEC

**7/20/94** KMA-94-0386

For the acquisition of resources for the Information Technology Market Reform Program Technology Integration Program. This DPA responds to an APR of 7/13/94.

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## STATE

**7/19/94** KMA-94-0388

For the acquisition of hardware, software and support services for the Department of State's Bureau of Finance and Management Policy and the Bureau of Personnel. This DPA responds to an APR of 7/14/94.

**7/25/94** KMA-94-0407

For the acquisition of Training services for the Warrenton Training Center. This DPA responds to an APR of 7/8/94.

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## TRANSPORTATION

**7/19/94** KMA-94-0392

For the acquisition of hardware maintenance services in support of the

Transportation Computer Center. This DPA responds to an APR of 7/14/94.

**8/3/94** KMA-94-0391

For the acquisition of Network and Office Automation Support Services for the Office of Regulation and Certification. This DPA responds to an APR of 7/14/94.

**8/5/94** KMA-94-0422

For the acquisition of resources in support of Federal Aviation Administration's Performance Enhancement System for Flight Safety Service. This DPA responds to an APR of 7/28/94.

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## TREASURY

**7/7/94** KMA-88-0110(B)

For the modification of DPA KMA-88-0110 on 2/4/88 to acquire maintenance for approximately 500 Zilog minicomputers for the Internal Revenue Service. This DPA responds to the APR of 7/21/94.

**7/22/94** KMA-89-0330(C)

For the modification of DPA KMA-89-0330(B) on 6/4/93 to acquire resources in support of the IRS' Remittance Processing System. This DPA responds to a letter of 6/27/94. IRS must brief GSA by 12/94 on the alternatives being considered for the RPS.

**7/25/94** KMA-84-042(O)

For an exception to the use of the Consolidated Local Telecommunications Service for the Financial Management Service located at 8400 Baltimore Boulevard, College Park, Maryland. This DPA responds to an APR of 6/20/94. Treasury agrees to provide service to other agencies at the location.



**7/28/94** KMA-94-0390  
For the acquisition of support services for the Bureau of Alcohol, Tobacco and Firearms. This DPA responds to an APR of 7/15/94.

**7/28/94** KMA-90-069(O)  
For an exception to the mandatory use of the Consolidated Local Telecommunications Service for the IRS' Riverside Post-of-Duty station located at 1040 Iowa Avenue, Riverside, California. This DPA responds to an APR of 7/1/94. Exception is approved for 5 years.

**7/29/94** KMA-90-0492(B)  
For the modification of DPA KMA-90-0492 of 9/4/90 to acquire software and support services. This DPA responds to an APR of 6/27/94.

**8/3/94** KMA-94-0419  
For the acquisition of maintenance and support services for Rockwell Automatic Call Distributors at locations throughout the United States. This DPA responds to an APR of 7/6/94.

**8/4/94** KMA-94-0400  
For the acquisition of software and support services in support of the U.S. Customs Service. This DPA responds to an APR of 7/15/94.

---

## U.S. COURTS

**7/26/94** KMA-94-0411  
For the acquisition of Computer-aided Legal Research services. This DPA responds to an APR of 7/7/94.

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## VETERANS' AFFAIRS

**7/21/94** KMA-89-0225(A)  
For the acquisition of resources for the Decision Support System. This DPA responds to an APR of 7/18/94.

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This newsletter is issued as part of INPUT's Federal Information Technology Procurement Analysis Reports Service. If you have questions or comments on this newsletter, please call your local INPUT organization or Bob Deller at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182, (703) 847-6870

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- Market strategies and tactics
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- Competitive positioning
- Acquisition targets

For Buyers—evaluate:

- Specific vendor capabilities
- Outsourcing options
- Systems plans
- Peer position

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# Federal Newsletter

A Publication from INPUT's Federal Procurement Analysis Reports Service

Vol. II, No. 9

September 1994

## CFO Act Provides IT Opportunities

### Researcher's Corner

by Laura Monroe

The Chief Financial Officers Act of 1990 (CFO Act, Public Law 101-576) strives to modernize and consolidate financial management systems to replace multiple, outdated ones and to comply with federal reporting requirements and accountability standards. Many of the 23 agencies to which this Act applies follow a specific road map for strategies and implementation known as *The Federal Financial Management Status Report and*

*5-Year Plan*, published annually by the Office of Management and Budget. The report includes agency profiles, summaries of previous status, indicators in need of immediate attention, and circumstantial recommendations, as well as recent accomplishments made under CFO Act requirements.

Under this Act, a number of problems, discovered during the conduct of General Accounting Office audits, have surfaced across multiple agencies. They include:

- lack of adequate accounting systems
- lack of data management capability
- inadequate reporting of financial information
- fragmented and incompatible systems
- nonexistent general ledgers to facilitate audits
- inadequate controls over funds transfers
- inexperienced and untrained staff

### IN THIS ISSUE:

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Many agencies are addressing these problems and are beginning to notice substantial improvements propelled by the CFO Act. The Environmental Protection Agency (EPA), for example, is citing the Act's requirement to produce annual financial statements as an opportunity not only to examine its financial systems and operations, but also to begin linking financial data with program performance information. The financial statements are a foundation for developing and implementing an integrated approach to guide the Agency's program and investment decisions. EPA currently has about six offices on pilot to eliminate problems and allow for improvements before the system is implemented on an Agency-wide basis. EPA's expansion discussions have stirred thoughts concerning being overly dependent on a specific contractor and the need to turn to the competitive process for systems design and programming.

Procurements are surfacing and will continue to do so over the next few years as a result of the CFO Act. Almost all of the agencies affected have completed their planning stages and many have begun implementation of the Act, although gradually and according to financial allowances. While the Departments of Treasury and Agriculture are in sight of compliance, the Departments of Defense, Commerce, and NASA are only beginning to approach the bulk of implementation.

INPUT has obtained a copy of *The Federal Financial Management Status Report and 5-Year Plan*, published by the OMB (Document # S/N041-001-00443-2), for the library. To receive a copy, send your

written request with a \$5.00 check or money order to:

Superintendent of Documents  
Government Printing Office  
Washington, D.C. 20402-9325

## **INPUT Notes**

### **INPUT Breakfast**

INPUT's November Executive Breakfast will feature GSA Administrator Roger Johnson and is scheduled for November 10, 1994.

## **August Procurement Highlights**

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### **Army**

CHS II

V-02-051

The award date for the Common Hardware/Software II procurement is scheduled for November 1994.

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### **Defense**

IMIS

V-04G-033

The RFP for the Internal Management Information System procurement is scheduled for release in November 1994



and an award is anticipated for April 1995.

## RAPIDS V-04E-013

The RFP for the Real-Time Automated Personnel Identification System procurement is scheduled for release in November 1994. An award is anticipated for 3QFY95.

## Commerce

### PAMS VI-06-036

The Patent Application Management System procurement has been canceled due to funding difficulties.

## Justice

### ITSS VII-10-034

The Information Technology Support Services (formerly LISS Support Services) RFP is expected to be released in November 1994. An award is scheduled for 3QFY95.

### III VII-10-060

An award was made on August 22, 1994 for the IAFIS Interstate Identification Index to SAIC. The contract has an estimated value of \$27,619,194.

### ITP VII-10-102

An award was made on August 30, 1994 for the Information Technology Partnership competitive acquisition to EDS. The contract has an estimated value of \$300 million.

## NASA

### BAMIS VIII-15-139

The RFP for the Business, Administrative, and Management Information Systems procurement is scheduled for release on September 30, 1994. Bids will be due on December 15, 1994. An award is anticipated for June 1995.

## Transportation

### ETVS VII-11-095

The Final RFP for the Enhanced Terminal Voice Switch procurement was released on August 9, 1994. Bids are due on October 25, 1994 and an award is expected on May 31, 1995.

### OSDS VII-11-079

The Final RFP for the Oceanic System Development and Support procurement was released on August 10, 1994. Bids are due on October 5, 1994. An award is scheduled for May 1995.

## Treasury

### CRS VII-12-096

Bids are due on November 15, 1994 for the Communications Replacement Systems Hardware and Software Maintenance contract. An award is anticipated for 2QFY95.

### C3I O&M VII-12-100

The RFP for C3I Operation and Maintenance services was released on August 25, 1994. Bids are due on October 12, 1994 and an award is expected in July 1995.

*Continued on next page*

## USPS

MAPS II

VIII-31-010

Best and Final Offers (BAFOs) were due on August 31, 1994 for the Purchase of Microcomputers and Peripherals procurement. An award is scheduled for 2QFY95.

## Recent Library Acquisitions

Document Title: Government-wide electronic mail for the fed. govt.  
Document Type: downloaded/  
FEDWORLD  
INPUT Reference #: 25405

Department: Agriculture  
Document Title: IRM plan-soil conservation service FY95-99  
Document Type: IRM Plan  
INPUT Reference #: 01211

Department: Air Force  
Document Title: Technical engineering and acquisition support (TEAS)  
Document Type: Contract  
INPUT Reference #: 32020.044  
Contract #: F0863591c0002

Department: Air Force  
Document Title: ASCFM  
Document Type: Contract, Mods.  
INPUT Reference #: 32020.045  
Contractor: Selectech Services Corp.  
Contract #: F3360190DJ027

Department: Air Force  
Document Title: B-1b technical support center  
Document Type: Contract, Mods.  
INPUT Reference #: 32020.046  
Contractor: SAIC  
Contract #: F3460190C0555

Department: Air Force  
Document Title: SSAS II  
Related PAR: V-01-224  
RFP #: F0470193R0023  
Document Type: DRFP & Bidders List  
INPUT Reference #: 02093

Department: Army  
Document Title: Digital storage and retrieval engineering data sys  
Related PAR: V-02-116  
RFP #: DAAA2194R1041  
Document Type: RFP  
INPUT Reference #: 02177

Department: EPA  
Document Title: Enforcement support services  
Document Type: Contract  
INPUT Reference #: 32070.020  
Contractor: TRC Environmental Corp.  
Contract #: 68W40020

Department: EPA  
Document Title: Enforcement support services  
Document Type: Contract  
INPUT Reference #: 32070.021  
Contractor: SAIC  
Contract #: 68W40014

Department: EPA  
Document Title: PC local area network hardware and software  
Related PAR: VIII-17-025



RFP #: W400495A3

Document Type: RFP

INPUT Reference #: 07014

Department: GAO

Document Title: White House follow-up  
on acquisition of automated

RFP #: GAOGGD94127

Document Type: GAO REPORT

INPUT Reference #: 1105.21

Department: GAO

Document Title: Department of Energy -  
management changes needed

RFP #: GAORCED94205

Document Type: GAO REPORT

INPUT Reference #: 1105.21

Department: GAO

Document Title: Highway planning -  
agencies are attempting

RFP #: GAORCED94211

Document Type: GAO REPORT

INPUT Reference #: 1105.21

Department: GAO

Document Title: Public housing -  
information on backlogged modernization

RFP #: GAORCED94217FS

Document Type: GAO REPORT

INPUT Reference #: 1105.21

Department: GAO

Document Title: Research fleet  
modernization - NOAA needs to consider

RFP #: GAORCED94170

Document Type: GAO REPORT

INPUT Reference #: 1105.21

Department: GAO

Document Title: DOD procurement -  
overpayments and underpayments

RFP #: GAONSIAD94245

Document Type: GAO REPORT

INPUT Reference #: 1105.21

Department: GAO

Document Title: Contractor overhead  
costs - money saving reviews

RFP #: GAONSIAD94205

Document Type: GAO REPORT

INPUT Reference #: 1105.21

Department: GAO

Document Title: HCFA's contracting  
authority for processing medicare

RFP #: GAOHEHS94171

Document Type: GAO REPORT

INPUT Reference #: 1105.21

Department: GAO

Document Title: Health insurance for the  
elderly-owning duplicate

RFP #: GAOHEHS94185

Document Type: GAO REPORT

INPUT Reference #: 1105.21

Department: GSA

Document Title: Fedsim support services

RFP #: GSKEG9600

Document Type: RFP

INPUT Reference #: 12087

Department: HHS

Document Title: IWS/LAN phase I

Related PAR: VII-08-085

RFP #: SSARFP942091

Document Type: BML

INPUT Reference #: 13405

Department: HHS

Document Title: Wordperfect and lotus  
software

RFP #: SSAIFB942058

Document Type: IFB

INPUT Reference #: 13406

*Continued on next page*

Department: NASA  
Document Title: Pulse code modulation  
master unit (PCMMU)  
RFP #: 9BG41230420B  
Document Type: RFP  
INPUT Reference #: 18313

Department: NASA  
Document Title: Business admin. &  
mgmt. info. system (BAMIS)  
Document Type: Contract  
INPUT Reference #: 32186.007  
Contractor: UNISYS  
Contract #: NAS119130

Department: NASA  
Document Type: Task Orders  
INPUT Reference #: 32186.003C  
Contractor: Lockheed  
Contract #: NAS119000

Department: NASA  
RFP #: 12115010015  
Document Type: RFP  
INPUT Reference #: 18609  
Contractor: Lockheed  
Contract #: NAS119000

Department: NASA  
Document Title: Macintosh micros and  
peripheral equipment  
RFP #: W1071446  
Document Type: IFB  
INPUT Reference #: 18017

Department: NASA  
Document Title: Engineering support and  
related services  
RFP #: 582705/603  
Document Type: RFP  
INPUT Reference #: 18221

Department: Navy  
Document Title: Surtass operations &  
maintenance technical crews  
RFP #: N0003987R0119(Q)  
Document Type: Technical Proposal  
INPUT Reference #: 02285  
Contractor: Hughes Aircraft Company  
Contract #: N0003987C0119

Department: Navy  
Document Title: Ruggedized laptop  
computers  
Related PAR: V-03-204  
RFP #: N0010294R0136  
Document Type: RFP  
INPUT Reference #: 02286

Department: Navy  
Document Type: Delivery Orders  
INPUT Reference #: 02287  
Contractor: Automation Research Ltd.  
Contract #: N0001988D0339

Department: Navy  
Document Title: NCCS Software  
enhancement & life cycle support  
Document Type: Contract  
INPUT Reference #: 32022.077  
Contractor: PRC  
Contract #: N0003991C0090

Department: Transportation  
Document Title: Air ground satellite  
communications  
Document Type: Contract, Mods  
INPUT Reference #: 32242.018  
Contractor: CTA  
Contract #: DTFA0389C00023

Department: Treasury  
Document Title: C3I operation and  
maintenance  
Related PAR: VII-12-100



RFP #: CS94037

Document Type: RFP

INPUT Reference #: 25209

## Recent DPAs

### Agriculture

8/19/94 KMA-94-0405

For an exception to the use of the Consolidated Local Telecommunications Service at 101 S.W. Main Street, Portland, Oregon. This DPA responds to an APR of 7/19/94. The delegating does not exceed 5 years.

8/22/94 KMA-94-0395

For the acquisition of resources in support of the Local Area Network Management Center. This DPA responds to an APR of 7/18/94. The agency must ensure that EPA Energy Star requirements are met for all contracts awarded under the authority of this delegation.

8/26/94 KMA-94-0446

For the acquisition of resources in support of the National Agricultural Statistics Service. This DPA responds to an APR of 8/15/94.

8/26/94 KMA-94-0447

For the acquisition of resources in support of the National Finance Center located in New Orleans, Louisiana. This DPA responds to an APR of 8/19/94.

### Air Force

8/17/94 KMA-94-0431

For the acquisition of Support Services at Gunter Air Force Base, Alabama. This DPA responds to an APR of 8/8/94. Follow-on should be requested no later than 6 months before the expiration of this DPA.

### Army

8/19/94 KMA-91-0256(A)

For the modification of DPA KMA-91-0256 on 6/10/91 to acquire Long Term Life Cycle Support of Northern Telecom Inc. Electronic Digital Switch Systems. This DPA responds to the APR of 6/8/94.

8/22/94 KMA-94-0394

For the acquisition of an Interim Contract for the Uniform Chart of Accounts Personnel Utilization Systems. This DPA responds to an APR of 7/14/94. Follow-on should be requested no later than 6 months before the expiration of this DPA.

### Commerce

8/31/94 KMA-88-0093(B)

For the modification of DPA KMA-88-0093(A) on 11/19/91 to acquire supercomputers for the Department of Commerce. This DPA responds to the APR of 7/28/94. The DPA was granted under GSA's Trail Boss program.

*Continued on next page*

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**Defense****8/18/94** KMA-94-0133(A)

For the modification of DPA KMA-94-0133 on 2/10/94, to acquire resources to support the Defense Commissary Agency, Interim Commissary Point-of-Sales System. This DPA responds to the APR of 8/3/94.

**8/26/94** KMA-94-0452

For the acquisition of resources to support the Defense Mapping Agency's Microcomputer Based Workstation Acquisition. This DPA responds to an APR of 8/19/94. The agency must ensure that EPA Energy Star requirements are met under this DPA.

**8/29/94** KMA-94-0440

For the acquisition of statistical analysis software for the Defense Information Systems Agency. This DPA responds to an APR of 8/4/94.

**8/29/94** KMA-94-0442

For the acquisition of executive information systems software for the Defense Logistics Agency. This DPA responds to an APR of 8/12/94.

---

**Education****8/31/94** KMA-93-0084(A)

For the modification of DPA KMA-93-0084 on 1/21/93 to acquire resources in support of the Migrant Student Record Transfer System. This DPA responds to the APR of 7/29/94. Education had exceeded the authority of its DPA.

---

**EPA****8/23/94** KMA-94-0417

For an exception to the use of the Consolidated Local Telecommunications Services at 1445 Ross Avenue, Dallas, Texas. This DPA responds to an APR of 7/27/94. Authority is granted for a period not to exceed 5 years,

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**FEMA****8/29/94** KMA-94-0454

For the acquisition of systems integration and technical support services for the Federal Emergency Management Agency's local-area network and wide-area network. This DPA responds to an APR of 8/11/94.

---

**GSA****8/30/94** KMA-94-0435

For the continued acquisition of services for the Telephone Inventory and Accounting System and the Automated Procurement System. This DPA responds to an APR of 8/11/94.

**8/30/94** KMA-94-0437

For the acquisition of the Maintenance for GSA's Office Automation Systems. This DPA responds to an APR of 8/11/94.

---

**HHS****8/24/94** KMA-94-0444

For the acquisition of support services in support of the National Institutes of Environmental Health Sciences' National



Toxicology Program. This DPA responds to an APR of 8/18/94.

**8/29/94** KMA-94-0464

For the acquisition of support services for financial systems reviews at the Social Security Administration. This DPA responds to an APR of 8/24/94.

**8/30/94** KMA-93-0396(A)

For the modification of DPA KMA-93-0396 on 8/4/93 to acquire Computer Support Services for Public Health Service Payment Management System. This DPA responds to the APR of 8/26/94.

---

## Interior

**8/30/94** KMA-94-0441

For the acquisition of software and associated maintenance support services for the National Technical Support Center in Albuquerque, New Mexico. This DPA responds to an APR of 8/16/94.

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## Justice

**8/19/94** KMA-94-0421

Exchange telephone system and maintenance for the Federal Bureau of Investigation in San Diego, California. This DPA responds to an APR of 7/29/94. DOJ may utilize the POTS contract to satisfy this requirement.

**8/19/94** KMA-94-0438

For the acquisition of Support Services for the Department of Justice (DOJ) Antitrust Division offices located at three primary locations in Washington, DC and seven

field office locations. This DPA responds to an APR of 8/12/94.

**8/22/94** KMA-94-0443

For the acquisition of repair parts for the Bureau of Prisons. This DPA responds to an APR of 8/15/94.

**8/23/94** KMA-92-0448(B)

For the modification of DPA KMA-92-0448 on 7/23/92 to acquire resources in support of the Department of Justice's Data Centers. This DPA responds to the APR of 8/12/94.

**8/31/94** KMA-86-0278(E)

For the acquisition of maintenance services in support of the Department of Justice's Eagle Project. This DPA responds to an APR of 8/30/94. Approval authorizes the FY 1995 option of the Eagle contract.

---

## Labor

**8/30/94** KMA-94-0466

For the acquisition of resources in support of the Nationwide Microcomputer Replacement Project. This DPA responds to an APR of 8/29/94. Labor must ensure that EPA Energy Star requirements are met for all contracts awarded under this delegation.

*Continued on next page*

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**NASA****8/18/94** KMA-90-0127(B)

For the modification of DPA KMA-90-0127 on 5/29/90. To acquire resources in support of the Office of Space Flight. This DPA responds to the APR of 8/9/94.

**8/22/94** KMA-94-0413

This DPA responds to an APR on 7/22/94. The DPA is provided under the Trail Boss program. Performance measures for this acquisition shall be submitted to GSA for approval. For the acquisition of resources in support of Lewis Research Center's Aerospace Research and Development Services Program.

---

**Navy****8/19/94** KMA-94-0434

For the acquisition of services in support of the Navy Manpower Management Information Systems in Washington, DC. This DPA responds to an APR of 8/10/94.

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**State****8/31/94** KMA-94-0468

For the acquisition of support services for the Department of State Office of Legal Adviser and other bureaus. This DPA responds to an APR of 8/26/94.

---

**Transportation****8/18/94** KMA-94-0439

For the acquisition of resources in support of the Federal Aviation Administration's Operational Support Service, System

Shakedown Testing project. This DPA responds to an APR of 8/15/94.

**8/29/94** KMA-94-0456

For the acquisition of services to support the FAA's Technical Center for Service Operational Support project. This DPA responds to an APR of 8/23/94.

**8/31/94** KMA-93-0537(A)

For the modification of DPA KMA-93-0537 on 11/9/93 to acquire support services for the Operational Support Services in support of the FAA's National Airspace System Program. This DPA responds to the APR of 8/17/94.

---

**Treasury****8/19/94** KMA-90-0069(R)

For an exception to the mandatory use of Consolidated Local Telecommunications Service for the Internal Revenue Service's Manhattan Post-of-Duty station located at 290 Broadway, New York City, New York. This DPA responds to an APR of 6/13/94. GSA had initially denied this request on 7/8/94.

**8/22/94** KMA-90-0069(S)

For an exception to the mandatory use of Consolidated Local Telecommunications Service for the IRS Fresno Post-of-Duty station located at 2225 Inyo Street, Fresno, California. This DPA responds to an APR of 6/13/94. GSA had initially denied this request on 7/8/94.



8/24/94

KMA-84-0042(P)

For an exception to the mandatory use of Consolidated Local Telecommunications Service for the Treasury Reinvention Team and the Office of International Affairs SEED staff located at the Ridell Building, 1730 K Street, NW, Washington, DC. This DPA responds to an APR of 8/19/94. Treasury can acquire equipment and services through its Digital Telecommunications System contract.

8/29/94

KMA-90-0069(T)

This DPA modifies the exception to the mandatory use of the Consolidated Local Telecommunications Service provided 3/31/94 for the Internal Revenue Service Albuquerque District Office at 5320 Montgomery Boulevard NE, Albuquerque, New Mexico. Modification states IRS will be responsible for termination liabilities to GSA when transitioning from GSA CLTS.

8/30/94

KMA-92-0043(B)

For a modification to DPA KMA-92-0043 on 1/30/92 for resources in support of the Treasury Communications System. This DPA responds to an APR of 8/26/94.

## Veterans Affairs

8/23/94

KMA-94-0436

For the acquisition of resources for the Boston, Indianapolis, and Nashville Medical Centers. This DPA responds to an APR of 8/12/94.

8/29/94

KMA-94-0458

For the acquisition of the Information Engineering, Analyses and Technical Automated Data Processing Contract for the Veterans Benefit Administration. This DPA responds to an APR of 8/23/94.

8/29/94

KMA-93-0011(B)

For the modification of DPA KMA-93-0011 on 10/28/92 to acquire Electronic Key System for the Department of Veterans Affairs, Central Office. This DPA responds to the APR of 8/23/94.

8/30/94

KMA-92-0422(A)

For the modification of DPA KMA-92-0422 on 7/8/92 to acquire telecommunications resources for Department of Veterans Affairs Medical Center, Indianapolis Indiana. This DPA responds to the APR of 8/9/94.

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- Acquisition targets

For Buyers—evaluate:

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- Peer position

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Acquisition/partnership searches

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# Federal Newsletter

A Publication from INPUT's Federal Procurement Analysis Reports Service

Vol. II, No. 9

October 1994

## Any Good Act Requires Follow-Up

### Researcher's Corner

*by Bob Deller*

Since the long-awaited procurement reform has become law (Federal Acquisition Streamlining Act of 1994), we should assess the implications for the government and for industry. Both sides of the supply and demand relationship can be pleased with the results, but are they really any different from what has become practice over the past several years? Much is not, but some differences are worth noting.

Simplified acquisition has a new threshold

thanks to the push for electronic commerce, the Federal Acquisition Network (FACNET). Small business firms gain something at the higher end, but they lose some business at the lower end. Micro-purchasing is no longer the sole jurisdiction of small business.

Under the Truth In Negotiations Act (TINA), agencies often requested cost and pricing data for contracts under \$100,000, with or without justification. The ceiling has been raised to \$500,000 for contracts, but agencies are prohibited from asking for such data when it is available from any other sources.

The federal district courts had ruled that the GSBICA could not dismiss a case on frivolous grounds, but now the Board has statutory permission to do so. Whether it will or not remains to be seen. It hasn't shown a tendency to do so in the past.

Time frames for debriefing are now specified in law. The contents of the briefing are also defined. The improved debriefing process in itself, as well as the availability of the basis for award, should

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reduce the inclination or need for unsuccessful bidders to protest.

Very little of the Act is implementable today. OMB's Office of Federal Procurement Policy must develop the implementing regulations. OFPP has already established eleven working groups to develop the regulations, and expects to complete rewrite of relevant portions of the Federal Acquisition Regulations (FAR) in 200 days rather than the 300 allotted by the Act.

## **INPUT Notes**

### **INPUT Breakfast**

INPUT's November Executive Breakfast will feature GSA Administrator Roger Johnson and is scheduled for November 10, 1994.

## **September Procurement Highlights**

### **AIR FORCE**

CDFS II V-01-202

The Second Draft RFP for the Cloud Depiction and Forecast System II will be released on October 7, 1994. The Final RFP is scheduled for release on November 23, 1994 and bids will be due 30 days after

the RFP is released. An award is planned for May 5, 1995.

TBMCS V-01-205

The RFP for the Theater Battle Management Core Systems procurement is scheduled for release in December 1994.

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### **ARMY**

CHS II V-02-051

An award for the Common Hardware/Software II procurement was made on September 15, 1994 to GTE Government Systems. The award was protested by EDS.

SMC II V-02-065

A Draft RFP for the Small Multiuser Computer II procurement is scheduled for release in October 1994.

TAPSYS-2 V-02-076

An award for the Total Army Personnel System 2 procurement was made on August 12, 1994 to PRC, Inc.

VTC V-02-119

The RFP for the Video Teleconference System procurement is scheduled for release in October 1994. Bids will be due 30 days after the RFP is released.

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### **NAVY**

PC-LAN + V-03-155

The RFP for the Navy PC Lan Plus procurement was released on August 19,



1994. Bids are due on November 1, 1994.  
An award is expected in 2QFY95.

COS V-03-175

The Computer Open Systems procurement has been placed on hold pending administrative review.

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## DEFENSE

HITS V-04G-018

The Final RFP for the Hawaii Information Transfer System is scheduled for release in January 1995. A site survey is planned for 2QFY95. An award is scheduled to be made in January 1996.

POS V-04K-003

The RFP for the Automated Point of Sales Scanning System is scheduled for release in November 1994. An award is planned for 3QFY95.

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## AGRICULTURE

INFO SHARE VI-05-044

The DPA for INFO SHARE has been withdrawn. The program is currently on hold.

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## HEALTH AND HUMAN SERVICES

IWS/LAN I VII-08-085

The bids for the Intelligent Workstation / Local Area Network Acquisition Phase I procurement are due on December 22, 1994. An award is planned for 4QFY95.

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## INTERIOR

MEDS VII-09-038

The bids for the Modernization Engineering and Development Support procurement are due on September 29, 1994. An award is planned for March 1, 1995.

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## JUSTICE

JCON SI VII-10-052

An award for the Justice Consolidated Office Network System Integration procurement is planned for 3QFY95.

BOPNET VII-10-037

An award for the Bureau of Prisons Local Area Network procurement is planned for April 1995.

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## TRANSPORTATION

EDMS VII-11-063

The RFP for the Electronic Document Management System is scheduled for release in January 1995.

VTs 2000 VII-11-072

The bids for the Vessel Traffic Services 2000 Systems Integration procurement are due on October 12, 1994.

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## TREASURY

TDA II VII-12-103

The RFP for the Treasury Department

*Continued on next page*

Acquisition II procurement is scheduled for release in November 1994.

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## **NASA**

ECOM VIII-15-089

The EOS Communications Network procurement has been canceled. The requirements will be fulfilled through other EOS contractors.

CSS VIII-15-094

An award for the Data Communications Support Services procurement was made on August 12, 1994 to I-Net. The award is valued at \$42,280,318.

VIII-15-115

The RFP for the Engineering Support and Related Services contract was released on September 1, 1994. Bids are due on October 31, 1994.

## **Recent Library Acquisitions**

Document Title: EIA-Five Year Forecast Conference FY95-99  
Document Type: Reference  
INPUT Reference #: 01831

Document Title: Key Issues in Federal Information Technology  
Document Type: Reference  
INPUT Reference #: 01832

Department: Air Force  
Document Title: Design Engineering Program  
Document Type: Contract, Mods.  
INPUT Reference #: 32020.047  
Contractor: BDM  
Contract #: F4260090D1140

Department: Army  
Document Title: Technical and Program Support Services for SATCOM  
Document Type: SOW  
INPUT Reference #: 32021.031  
Contract #: DAAB0793DA263

Department: ARMY  
Document Title: IEW Services  
RFP #: DAAB0790RB904  
Document Type: RFP, Amends.  
INPUT Reference #: 02178

Department: Army  
Document Title: Quick Reaction Engineering Services  
Document Type: Contract, Mods.  
INPUT Reference #: 32021.032  
Contractor: SAIC  
Contract #: DAAA2191D1001

Department: Army  
Document Title: Quick Reaction Engineering Services  
Document Type: Contract  
INPUT Reference #: 32021.033  
Contractor: Environmental Systems & S  
Contract #: DAAA2193D1008

Department: Defense  
Document Title: High Performance Computing Modernization Program  
Related PAR: V-04M-001  
Document Type: Briefing Materials  
INPUT Reference #: 02515



Department: Defense  
 Document Title: Simulation Engineering  
 & Modeling (SEM)  
 Document Type: Contract, Mods.  
 INPUT Reference #: 32024.013  
 Contractor: SAIC  
 Contract #: MDA97293C0003

Department: EPA  
 Document Title: EPA's Annual Financial  
 Statements FY 1993  
 Document Type: Budget  
 INPUT Reference #: 07015

Department: EPA  
 Document Title: EPA Procurement  
 Conference 8(a) and Small Business  
 Document Type: Conference Material  
 INPUT Reference #: 07016

Department: GAO  
 Document Title: Hiud Information  
 Resources-Strategic Focus and  
 RFP #: GAOAIMD9434  
 Document Type: GAO Report  
 INPUT Reference #: 1105.22

Department: GAO  
 Document Title: Urban Poor-Tenant  
 Income Misreporting  
 RFP #: GAOHRD9260  
 Document Type: GAO Report  
 INPUT Reference #: 1105.22

Department: GAO  
 Document Title: Tax Administration-  
 Better Measures Needed to Asses  
 RFP #: GAOGGD94131  
 Document Type: GAO Report  
 INPUT Reference #: 1105.22

Department: GAO  
 Document Title: USDA Restructuring-  
 Refocus INFO SHARE Program  
 RFP #: GAOAIMD94156

Document Type: GAO Report  
 INPUT Reference #: 1105.22

Department: GAO  
 Document Title: Social Security-Most  
 Social Security Death  
 RFP #: GAOHEHS94211  
 Document Type: GAO Report  
 INPUT Reference #: 1105.22

Department: GAO  
 Document Title: Prescription Drugs-  
 Automated Prospective Review  
 RFP #: GAOAIMD94130  
 Document Type: GAO Report  
 INPUT Reference #: 1105.22

Department: GAO  
 Document Title: Financial Audit-Review of  
 the Audit of Sematech's  
 RFP #: GAOAIMD94163  
 Document Type: GAO Report  
 INPUT Reference #: 1105.22

Department: GAO  
 Document Title: Contract Pricing-DoD  
 Management of Contractors  
 RFP #: GAONSIAD94153  
 Document Type: GAO Report  
 INPUT Reference #: 1105.22

Department: GAO  
 Document Title: Small Business-SBA  
 Cannot Assess the Success of  
 RFP #: GAOTRCED94278  
 Document Type: GAO Testimony  
 INPUT Reference #: 1105.22

Department: GAO  
 Document Title: Defense Industry  
 Consolidation-Issues Related  
 RFP #: GAOTNSIAD94247  
 Document Type: GAO Testimony  
 INPUT Reference #: 1105.22

*Continued on next page*

Department: GAO  
Document Title: Financial Audits-CFO  
Implementation at IRS and  
RFP #: GAOTAIMD94164  
Document Type: GAO Testimony  
INPUT Reference #: 1105.22

Department: GAO  
Document Title: Tax Administration-  
Improving Independent Contractor  
RFP #: GAOTGGD94194  
Document Type: GAO Testimony  
INPUT Reference #: 1105.22

Department: GAO  
Document Title: Future Years Defense  
Program-Optimistic Estimates  
RFP #: GAONSIAD94210  
Document Type: GAO Testimony  
INPUT Reference #: 1105.22

Department: GAO  
Document Title: Small Business - SBA's  
Health Care Reform Activities  
RFP #: GAORCED94240  
Document Type: GAO Reports  
INPUT Reference #: 1105.23

Department: GAO  
Document Title: Tax Administration - IRS  
Can Better Pursue  
RFP #: GAOGGD94175  
Document Type: GAO Report  
INPUT Reference #: 1105.23

Department: GAO  
Document Title: Attack Warning - Status  
of the Cheyenne Mountain  
RFP #: GAOAIMD94175  
Document Type: GAO Report  
INPUT Reference #: 1105.23

Department: GAO  
Document Title: Budget Object  
Classification - Origins and Recent

RFP #: GAOAIMD94147  
Document Type: GAO Report  
INPUT Reference #: 1105.23

Department: GAO  
Document Title: 1995 Budget - Potential  
Reductions to the Operational  
RFP #: GAONSIAD94246BR  
Document Type: GAO Report  
INPUT Reference #: 1105.23

Department: GAO  
Document Title: Force Structure Cost of  
Two Additional Army  
RFP #: GAONSIAD94238BR  
Document Type: GAO Report  
INPUT Reference #: 1105.23

Department: GAO  
Document Title: Executive Office of the  
President - Major Procurement  
RFP #: GAOGGD94138FS  
Document Type: GAO Report  
INPUT Reference #: 1105.23

Department: GAO  
Document Title: 1995 Defense Budget -  
Potential Reductions  
RFP #: GAONSIAD94255BR  
Document Type: GAO Report  
INPUT Reference #: 1105.23

Department: Justice  
Document Title: INTERPOL Case  
Tracking System (ICTS)  
Document Type: Contract, Mods.  
INPUT Reference #: 32160.011  
Contractor: Computech  
Contract #: 1CBIPL0037

Department: NASA  
Document Title: Science and Engineering  
Support Services  
Related PAR: VIII-15-141  
RFP #: 814EA00101



Document Type: RFP  
INPUT Reference #: 18807

## Recent DPAs

### AGENCY FOR INTERNATIONAL DEVELOPMENT

9/14/94 KMA-94-0309A

For the modification of DPA KMA-94-0309 on 3/10/94 to acquire support services for its office in Washington, DC and approximately 100 missions overseas. This DPA responds to the APR of 9/8/94.

### AGRICULTURE

9/6/94 KMA-93-0321(C)

For the modification of DPA KMA-93-0321 on 6/9/93 and modified on 8/16/93 and 9/21/93 to acquire resources in support of the Office of Operations. This DPA responds to the APR of 7/29/94. USDA must provide within 6 months a written status report and briefing regarding the contract(s) awarded.

9/6/94 KMA-94-0473

For the acquisition of resources in support of the Agricultural Research Service. This DPA responds to an APR of 8/25/94.

### AIR FORCE

8/17/94 KMA-94-0431

For Support Services at Gunter Air Force Base, Alabama. This DPA responds to an APR of 8/8/94. Air Force must ensure that

security requirements are included in the solicitation under this DPA.

9/12/94 KMA-91-0159(C)

For the modification of DPA KMA-91-0159 on 1/29/91 to acquire resources under the Air Force Minicomputer Multiuser Systems contract. This DPA responds to the APR of 9/1/94. The DPA is only for continued maintenance services through 3/31/95.

### ARMY

9/14/94 KMA-86-0244(C)

For the modification of DPA KMA-86-0244(B) for the Programming, Administration, and Execution (PAX) System. This DPA responds to the APR of 9/2/94. Authority is limited to only one-fourth of the estimated cost of this request.

### COMMERCE

9/6/94 KMA-94-0465

For the acquisition of proprietary software licenses and maintenance for the Bureau of Census and the National Oceanic and Atmospheric Administration. This DPA responds to an APR of 8/23/94.

### DEFENSE

9/13/94 KMA-92-0186(B)

This DPA responds to an APR of 9/2/94. For cancellation of the DPA for DISA's Governmentwide Video Teleconferencing Equipment (VTC) Project, granted 3/26/92.

*Continued on next page*

**9/13/94****KMA-94-0490**

For the acquisition of software technical assistance and support for the Defense Information Systems Agency. This DPA responds to an APR of 9/8/94.

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**EDUCATION****9/7/94****KMA-94-0191(A)**

This action references DPA KMA-94-0191 on 3/4/94. GSA has determined that performance metrics criteria is not appropriate to this delegation.

**9/14/94****KMA-90-0261(B)**

For the modification of DPA KMA-90-0261 on 7/18/90 to acquire resources in support of the Voice Messaging System. This DPA responds to the APR of 9/12/94.

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**ENERGY****9/2/94****KMA-90-0184(A)**

For the modification of DPA KMA-90-0184 on 4/26/90 to acquire resources in support of video teleconferencing requirements. This DPA responds to the APR of 8/11/94.

**9/14/94****KMA-94-0280(A)**

For the modification of DPA KMA-94-0280 on 5/12/94 to acquire resources in support of IRM Technical Support Services. This DPA responds to the APR of 9/6/94.

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**HEALTH AND HUMAN SERVICES****9/6/94****KMA-94-0463**

For the acquisition of a distributed digital controlled building automation system for

the National Institutes of Health. This DPA responds to an APR of 8/24/94.

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**JUSTICE****9/6/94****KMA-94-0480**

For the acquisition of SIMPC Software and Simware Software Maintenance. This DPA responds to an APR of 8/30/94.

**9/7/94****KMA-94-0229(A)**

For the modification of DPA KMA-94-0229 on 3/16/94 for programming services for the U.S. Trustee Program. This DPA responds to the APR of 9/2/94.

**9/7/94****KMA-94-0481**

For the acquisition of support services for the Automated Nationwide System for Immigration Review. This DPA responds to an APR of 9/1/94.

**9/8/94****KMA-94-0476**

For the Contingency Acquisition for Software Support Services (CASSS). This DPA responds to an APR of 8/31/94.

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**NASA****9/2/94****KMA-93-0092(B)**

For modification of DPA KMA-93-0092 on 2/19/93 and modified 3/8/94 to acquire High Performance Cell-Ray Data Communications Service. This DPA responds to the APR of 9/1/94.

**9/6/94****KMA-94-0251(A)**

For the modification of DPA KMA-94-0251 on 4/28/94 to acquire support services at



the Ames Research Center. This DPA responds to the APR of 8/31/94.

**9/6/94** KMA-94-0475

For the acquisition of resources to support Ames Research Center. This DPA responds to an APR of 8/29/94. NASA must ensure that security requirements are included in the solicitation under this DPA.

**9/12/94** KMA-89-0316(A)

For the modification of DPA KMA-89-0316 on 7/11/89 for the acquisition of ADP support for Kennedy Space Center. This DPA responds to the APR of 9/9/94.

**9/14/94** KMA-94-0449

For the acquisition of maintenance services for Xerox printing and information processing systems at various NASA sites. This DPA responds to an APR of 8/19/94.

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## NAVY

**9/7/94** KMA-94-0467

For the acquisition of services in support of the Air Test and Evaluation Squadron FOUR in Port Mugu, California. This DPA responds to an APR of 8/19/94. Plan for follow-on acquisitions must be submitted no later than 6 months before the expiration of the contract under this DPA.

**9/9/94** KMA-94-0478

For the acquisition of services in support of the Air Test and Evaluation Squadron

FOUR in Port Mugu, California. This DPA responds to an APR of 8/19/94.

**9/13/94** KMA-94-0462

For the acquisition of telephone services to maintain existing operational capabilities at the Naval Submarine Base New London, Groton, Connecticut. This DPA responds to an APR of 8/18/94.

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## STATE

**9/14/94** KMA-90-0482(A)

For the modification of DPA KMA-90-0482 on 1/10/91 to acquire maintenance resources to support its cryptographic and digital equipment. This DPA responds to the APR of 8/24/94. This DPA is for 6 months. State is required to issue a solicitation for a competitive replacement contract by 10/31/94.

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## TRANSPORTATION

**9/7/94** KMA-94-0483

For the acquisition of resources in support of FAA's Distance Learning Technologies Project. This DPA responds to an APR of 8/31/94.

**9/7/94** KMA-94-0484

For the acquisition of maintenance and support services for FAA's Office of Budget and Accounting Local Area Network Support Project. This DPA responds to an APR of 8/31/94.

*Continued on next page*

**9/8/94****KMA-94-0477**

For the acquisition of resources in support of the FAA's Weather and Radar Processor Project. This DPA responds to an APR of 8/26/94. Plan for follow-on acquisitions must be submitted no later than 24 months before the expiration of the contract under this DPA.

**9/12/94****KMA-94-0487**

For the acquisition of services in support of the United States Coast Guard's Office of Marine Safety, Security and Environmental Protection. This DPA responds to an APR of 9/6/94.

**9/12/94****KMA-94-0488**

For the acquisition of resources in support of FAA's Automated Lightning Detection and Reporting System and Aviation Routine Weather Report. This DPA responds to an APR of 9/6/94.

**9/14/94****KMA-94-0373(A)**

For the acquisition of support services for the Mike Monroney Aeronautical Center. This DPA responds to an APR of 9/9/94.

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**TREASURY****9/2/94****KMA-90-0069(P)**

For an exception to the use of the Consolidated Local Telecommunications

Service at the IRS site at 310 West Wisconsin Avenue, Milwaukee, Wisconsin. This DPA responds to an APR of 8/3/94. Approval is granted for 5 years. Treasury is to remain with CLTS until 11/95.

**9/6/94****KMA-94-0430**

For the continued acquisition of support services for the United States Customs Service data center at Newington, Virginia. This DPA responds to an APR of 8/4/94. Treasury must ensure that security requirements are included in the solicitation under this DPA.

**9/6/94****KMA-94-0455**

For the acquisition of support services for the Internal Revenue Service's computing centers. This DPA responds to an APR of 8/19/94. Plan for follow-on acquisitions must be submitted no later than 24 months before the expiration of the contract awarded under this DPA.

**9/14/94****KMA-92-0372(B)**

For the modification of DPA KMA-92-0372 on 8/7/94 to acquire support services for the U.S. Customs Service Automated Commercial System. This DPA responds to an APR of 8/22/94.

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This newsletter is issued as part of INPUT's Federal Information Technology Procurement Analysis Reports Service. If you have questions or comments on this newsletter, please call your local INPUT organization or Bob Deller at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182, (703) 847-6870



# Federal Newsletter

A Publication from INPUT's Federal Procurement Analysis Reports Service

Vol. II, No. 11

November 1994

## Congress and Procurement Reform

### Researcher's Corner

by Nancy Vesper

The ink was not even dry on the signing of the Procurement Reform Act of 1994 when Senator William S. Cohen, Republican from Maine, published a paper entitled "COMPUTER CHAOS: BILLIONS WASTED BUYING FEDERAL COMPUTER SYSTEMS." Senator Cohen is the ranking Republican member of the Subcommittee on Oversight of Government Management of the Senate Governmental Affairs Committee.

This report is extremely critical of the state of the government's use of

Information Technology (IT). The report states that "weak oversight and a lengthy acquisition process have led to the American taxpayers not getting their money's worth on \$200 billion in expenditures over the last decade." The report is a re-hash of a number of GAO reports from 1990-1994. It does not acknowledge any benefit derived from these expenditures.

Several of Senator Cohen's staff have stated that the report was written in this manner to act as "a wake up call to the American people." They have also stated that the focus of their interest in procurement reform is directed at large systems and that one of their objectives is to minimize the differences between IT procurements and other system procurements in the government.

The major areas that this report addresses and offers recommendations on are:

- Early oversight and planning should be emphasized and improved.

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- Bureaucratic barriers to purchasing should be removed by:
  - Replacing the DPA process with one that provides meaningful oversight;
  - Modifying the protest process for buying computers to bring it in line with other purchases;
  - And enhancing competition and streamline procurement by employing umbrella contracts with task order strategies, leasing of hardware to ensure currency, or privatization of federal computer services and operations.
- Reinvention of technology should be avoided by ensuring commercial hardware and software is utilized.
- An evolutionary approach to system acquisition should be used and procurements should focus on smaller stand-alone segments that are more manageable.
- Pilot programs should be established that will encourage innovative approaches to solving the procurement problems.
- Interagency advisory working groups should be established to allow lessons learned to be communicated and shared.
- Large existing and planned procurements should be re-evaluated before continuing to ensure that adequate planning, cost evaluations and delivery schedules are in place and realistic.

Our reaction is that there is no new information and few new ideas in this paper. The real issue seems to be more that of a culture change that is needed, rather than continued procurement reform. We believe the staff members supporting Senator Cohen also recognize this and probably are on their way to recognizing that the entire federal IT environment has been under funded in respect to the tasks it has undertaken.

Depending on the results of the November 8th elections, this subcommittee will either plan hearings on the issues raised in this paper or continue to gather support for the outlined changes. In either case, the issue of procurement reform will continue to be discussed and pursued by members of Congress.

The staff personnel of Senator Cohen most closely associated with this paper are Paul Brubaker and Bill Greenwalt. They are very interested in comments and suggestions. They can be reached at (202) 224-5538.

## INPUT Notes

### IMPACT Database

INPUT will be releasing the new IMPACT database to a number of clients for beta testing on November 21, 1994. The beta test version will include the PAR, APR, Contact, and Agency Profile databases, as well as a Calendar of Events. For more information, or if you would like to beta test IMPACT, contact Scott Lewis at (703) 847-6870.



# October Procurement Highlights

## AIR FORCE

ULANA II V-01-156

The award date for the Unified Local Area Network Architecture I I procurement is scheduled for November 1994.

DT V V-01-163

The Final RFP for the Desktop V procurement is scheduled for release in mid-November 1994. An award is planned for February 1995.

## ARMY

BASES V-02-105

The award date for the Battlefield Automated Systems Engineering Support procurement is scheduled for December 1994.

MSRC V-02-120

The Draft RFP for the Major Shared Resource Centers procurement was released on October 7, 1994. The Final RFP is scheduled for release in January 1995.

## NAVY

PC LAN + V-03-155

Bids for the PC LAN Plus procurement are due on November 15, 1994. The award date is scheduled for August 30, 1995.

WSSA V-03-170

The Final RFP for the Weapons Systems Support Activity support procurement is scheduled for release on October 31, 1994.

ISNS V-03-183

The RFP for the Information Systems Networks and Security support procurement was released on September 16, 1994. The award date is scheduled for April 1995.

## DISA

GCCS V-04G-053

The Final RFP for the Global Command and Control System is scheduled for release in January 1995. The award date is scheduled for July 1995.

## AGRICULTURE

FEDCAC 107 VI-05-030

An amendment to the RFP for the Forest Service's Integrated Information Management procurement was released on October 6, 1994. Responses to the amendment are due on November 4, 1994. The award date is scheduled for February 1995.

*Continued on next page*

**HEALTH AND HUMAN SERVICES**

VII-08-082

The RFP for the Videoconferencing Program procurement is scheduled for release in 2QFY96.

**STATE**

MRV VII-09C-019

The RFP for the Machine Readable Visas procurement is scheduled for release in mid-1QFY95.

**TRANSPORTATION**

TAC VII-11-073

The Final RFP for the Technical Assistance Contract procurement is scheduled for release in November 1994.

VII-11-106

The RFP for the Automated Data Processing and Telecommunication Services procurement is scheduled for release in 1QFY96.

**TREASURY**

ACS VII-12-107

The award date for the Automated Commercial Systems procurement is scheduled for January 1995.

**Recent Library Acquisitions**

Department: Air Force  
Document Title: Design Engineering Program

Document Type: Contract, Mods.  
INPUT Reference #: 32020.048  
Contractor: Scientech  
Contract #: F4260090D0390

Department: Air Force  
Document Title: Design Engineering Program

Document Type: Contract, Mods.  
INPUT Reference #: 32020.049  
Contractor: SAIC  
Contract #: F4260090D1141

Department: Air Force  
Document Title: Design Engineering Program  
Document Type: Contract, Mods.  
INPUT Reference #: 32020.050  
Contractor: Modern Technologies Corp.  
Contract #: F4260090D1142

Department: Air Force  
Document Title: Visitors Log, Command Bldg (888), SSC  
Document Type: Visitor Log  
INPUT Reference #: 02094

Department: Air Force  
Document Title: Computer & Software Engineering & Technical Support Services  
Document Type: Contract, Mods.  
INPUT Reference #: 32020.051  
Contractor: Tri-Cor  
Contract #: F1162394D0015



Department: Air Force  
 Document Title: Implementation Plan for Acquisition Reform  
 Document Type: Reference Document  
 INPUT Reference #: 02095

Department: Army  
 Document Title: Engineering and Technical Support for C3  
 Document Type: SOW  
 INPUT Reference #: 32021.035  
 Contractor: TAMSCO  
 Contract #: DAAB0790DA029

Department: Army  
 Document Title: Installation Management Automation Support Services (IMASS)  
 Related PAR: V-02-117  
 RFP #: DAAD0594R0890  
 Document Type: RFP  
 INPUT Reference #: 02179

Department: Army  
 Document Title: STAMISS Hardware and Services Support  
 Document Type: Contract, Mods.  
 INPUT Reference #: 32021.036  
 Contractor: Sysorex  
 Contract #: DAHC9494D0005

Department: ARMY  
 Document Title: Major Shared Resource Centers (MSRC)  
 Related PAR: V-02-120  
 RFP #: DAHC9495R0001  
 Document Type: DRFP  
 INPUT Reference #: 02180

Department: Army  
 Document Title: Support for the Joint Interoperability Test Center (JITC)  
 Document Type: Contract, Mods.  
 INPUT Reference #: 32021.037

Contractor: Logicon  
 Contract #: DABT6391C0041

Department: Army  
 Document Title: Support for the Joint Interoperability Test Center (JITC)  
 Document Type: Contract, Mods.  
 INPUT Reference #: 32021.038  
 Contractor: Interop Joint Venture  
 Contract #: DABT6391C0042

Department: Army  
 Document Title: Non-Personal Services Support  
 Document Type: Contract, Mods.  
 INPUT Reference #: 32021.039  
 Contractor: BDM  
 Contract #: DABT6391C0043

Department: Defense  
 Document Title: Joint Information System Support (JIMS)  
 Document Type: Contract, Mods.  
 INPUT Reference #: 32024.014  
 Contractor: I-NET  
 Contract #: DCA10090C0120

Department: Defense  
 Document Title: Defense Enterprise Integration System (DEIS)  
 Document Type: SOW  
 INPUT Reference #: 32024.015  
 Contractor: CSC  
 Contract #: DCA10094D0014

Department: Defense  
 Document Title: SETA  
 Document Type: Contract, Mods.  
 INPUT Reference #: 32024.016  
 Contractor: Booz-Allen  
 Contract #: DCA10090C0086

*Continued on next page*

Department: GAO  
Document Title: Information Resources -  
USDA Lacks Data on  
Document Type: GAO Report  
INPUT Reference #: 1105.11

Department: GAO  
Document Title: Social Security  
Administration - Risk Associated  
RFP #: GAOAIMD94143  
Document Type: GAO Report  
INPUT Reference #: 1105.23

Department: GAO  
Document Title: Financial Management -  
Focused Leadership  
RFP #: GAOAIMD94185  
Document Type: GAO Report  
INPUT Reference #: 1105.23

Department: GSA  
Document Title: Electronic Acquisition  
System  
RFP #: GS03K94R0001  
Document Type: RFP  
INPUT Reference #: 12050

Department: HHS  
Document Title: Standard Data  
Processing Development  
Related PAR: VII-08-098  
RFP #: HCFARFP94076/DK  
Document Type: RFP, BML, Amendments  
INPUT Reference #: 13220

Department: HHS  
Document Title: End User Computing II  
RFP #: HCFA93034/CR  
Document Type: RFP  
INPUT Reference #: 13221

Department: HUD  
Document Title: CLIPS  
Document Type: Contract, Mods.  
INPUT Reference #: 32140.006  
Contractor: Aspen Systems Corp.  
Contract #: DU16331

Department: Justice  
Document Type: Contract  
INPUT Reference #: 32160.013  
Contractor: NYMA  
Contract #: 4CNJMD0039

Department: Justice  
Document Type: Contract  
INPUT Reference #: 32160.014  
Contractor: Dynamic Decisions, Inc  
Contract #: 4CNJMD0038

Department: Justice  
Document Title: LISS ADP Support  
Services  
RFP #: JUJMD90R0012  
Document Type: Contract, RFP, Progress  
Reports  
INPUT Reference #: 32160.015  
Contract #: ICBJMD0016, 017, 018, 019

Department: NASA  
Document Title: NMOS  
Document Type: SOW  
INPUT Reference #: 18222  
Contractor: Allied-Signal (Bendix)  
Contract #: NAS5310000

Department: NASA  
Document Title: Engineering and Support  
Services  
Document Type: Contract, Mods.  
INPUT Reference #: 32189.019  
Contractor: NYMA  
Contract #: NAS530903



Department: NASA  
 Document Title: MIDDs RFI and  
 Evolution Study  
 Related PAR: VIII-15-162  
 Document Type: RFI  
 INPUT Reference #: 18808

## Recent DPAs

### AGRICULTURE

9/29/94 KMA-93-0496(A)

For the modification of DPA KMA-93-0496 on 9/3/93 to acquire resources in support of the Animal and Plant Health Inspection Service. This DPA responds to the APR of 9/22/94.

10/3/94 KMA-92-0419(A)

For the modification of DPA KMA-92-0419 on 7/24/92 to acquire resources in support of the Forest Service. This DPA responds to the APR of 9/28/94.

### AIR FORCE

9/22/94 KMA-90-0147(D)

For the modification of DPA KMA-90-0147 on 7/22/90 to acquire resources to support the Air Force Phase IV Follow-on program. This DPA responds to an APR of 8/30/94. This is year 4 of the Phase IV Follow-on contract.

9/22/94 KMA-94-0133(B)

For the modification of DPA KMA-94-0133 on 2/10/94 to acquire resources to support the Defense Commissary Agency, Interim

Commissary Point-of-Sales System. This DPA responds to the APR of 9/16/94.

9/23/94 KMA-94-0498

For the acquisition of operating system software resources for the Defense Information Services Organization, Cleveland, Ohio. This DPA responds to an APR of 8/23/94.

9/26/94 KMA-94-0499

For the acquisition of resources in support of the Office of Civilian Health and Medical Program of the Uniformed Services, Aurora, Colorado. This DPA responds to an APR of 8/17/94.

9/27/94 KMA-94-0514

For the acquisition of support services to support the Ballistic Missile Defense Organization. This DPA responds to an APR of 8/10/94.

9/28/94 KMA-93-0115(B)

This DPA responds to the APR of 9/2/94. Administration and management responsibility for the DPA is transferred from the Army to DISA's Defense Information Services Organization. For the modification of DPA KMA-93-0115 on 3/9/93 to acquire maintenance resources to support the Army Installation Processing Centers Network.

9/28/94 KMA-94-0508

For the acquisition of resources to support the Defense Logistics Agency's requirement for software maintenance,

*Continued on next page*

technical support services and training for four major automated information systems at seven locations. This DPA responds to an APR of 8/16/94.

**9/29/94** **KMA-94-0520**

For the acquisition of resources, including software licenses, upgrades and maintenance for the Defense Information Systems Agency. This DPA responds to an APR of 9/19/94.

**9/29/94** **KMA-94-0526**

For the acquisition of resources in support of the Defense Information Systems Agency Megacenter consolidation program at Ogden, Utah. This DPA responds to an APR of 9/29/94.

## **ENERGY**

**9/22/94** **KMA-93-0310(A)**

For the modification of DPA KMA-93-0310 on 6/7/94 to acquire resources for the Energy Information Administration. This DPA responds to the APR of 8/24/94.

## **ENVIRONMENTAL PROTECTION AGENCY**

**9/26/94** **KMA-94-0432**

For the acquisition of resources in support of the Office of Research and Development. This DPA responds to an APR of 8/8/94. An additional 10% is provided for use by other Government agencies.

**9/28/94** **KMA-88-0340(C)**

For the modification of DPA KMA-88-0430 on 6/17/88 and modified 9/28/89 and 7/7/91 to acquire resources in support of Geographic Information System Software. This DPA responds to the APR of 9/21/94.

**10/4/94** **KMA-94-0492**

For the acquisition of resources in support of Personal Computer Hardware and Software acquisition. This DPA responds to an APR of 9/7/94.

## **FEMA**

**9/28/94** **KMA-94-0460**

For the acquisition of component pieces of the Federal Emergency Management Agency's Switched Network. This DPA responds to an APR of 8/19/94. Acquisition of transition services not to exceed six months.

**9/29/94** **KMA-89-0042(B)**

For the modification of DPA KMA-89-0042 on 4/3/89 to acquire telecommunications supplies and services for the Federal Emergency Management Agency's Switched Network. This DPA responds to a request of 8/19/94. The resulting contract cannot be exercised after 11/30/94 without GSA approval.

## **GOVERNMENT PRINTING OFFICE**

**10/7/94** **KMA-94-0249(A)**

For the modification of DPA KMA-94-0249 on 3/31/94 to acquire resources to support the Integrated Processing System project. This DPA responds to an APR of 10/3/94.



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**HEALTH AND HUMAN SERVICES****9/21/94** KMA-91-0284B

For the modification of DPA KMA-91-0284 on 6/17/91 to acquire communications equipment, software and maintenance services for the Indian Health Service. This DPA responds to the APR of 9/9/94. The contract term is reduced from 7 to 5 years.

**9/22/94** KMA-94-0510

For the acquisition of support services for the Social Security Administrations' Information Center. This DPA responds to an APR of 9/19/94.

**9/23/94** KMA-93-0344(A)

For the modification of DPA KMA-93-0344 on 7/1/93 to acquire Support Services for the Public Health Service. This DPA responds to the APR of 9/22/94.

**9/23/94** KMA-94-0155(A)

For the modification of DPA KMA-94-0155 on 2/2/94 to acquire a Local Area Network system for the Health Care Finance Administration. This DPA responds to the APR of 9/19/94.

**9/26/94** KMA-91-0074(A)

For the modification of DPA KMA-91-0074A on 12/26/90 to establish the Small Systems Integration Contract. This DPA responds to the APR of 9/22/94.

**9/27/94** KMA-94-0511

For the acquisition of maintenance and support services for the National Institutes of Health's high performance

parallel computer system. This DPA responds to an APR of 9/19/94.

**9/29/94** KMA-94-0065(B)

For the modification of DPA KMA-94-0065 on 11/29/93 to acquire Network Data Mover software for the Health Care Finance Administration. This DPA responds to the APR of 9/26/94.

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**INTERIOR****9/22/94** KMA-94-0503

For the acquisition of Support Services for the U.S. Geological Survey's Albuquerque Seismological Laboratory Technical Support. This DPA responds to an APR of 9/7/94.

**9/23/94** KMA-91-0286(D)

For the modification of DPA KMA-91-0286 on 6/7/91 modified 4/21/93, 8/27/93, and 2/15/94 to acquire resources in support of the acquisition of microcomputers for the Minerals Management Service under the 8(a) set-aside program. This DPA responds to an APR of 9/21/94.

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**JUSTICE****9/22/94** KMA-86-0278(F)

For extension of hardware maintenance in support of Project Eagle. This DPA responds to an APR of 9/21/94. Authority is granted for six additional months through 9/30/95.

*Continued on next page*

**9/22/94****KMA-94-0438(A)**

For the modification of DPA KMA-94-0438 on 8/19/94 to acquire Support Services for the Department of Justice Antitrust Division in Washington, DC and seven field offices. This DPA responds to the APR of 9/14/94.

**9/29/94****KMA-85-0215(T)**

For the modification of DPA KMA-85-0215(S) on 3/14/94 to acquire telecommunications services in support of the Department of Justice Washington Area Switch Program. This DPA responds to the APR of 9/6/94. This requirement expands the WASP service at the National Place Building located at 1331 Pennsylvania Avenue.

**9/29/94****KMA-85-0215(V)**

For the modification of DPA KMA-85-0215(S) on 3/14/94 to acquire telecommunications services in support of the Department of Justice Washington Area Switch Program. This DPA responds to the APR of 9/6/94. This requirement expands the WASP service at the Liberty Place Building located at 325 Seventh Street, N.W.

**10/4/94****KMA-85-0215(U)**

For the modification of DPA KMA-85-0215(S) on 3/14/94 to acquire telecommunications services in support of the Department of Justice Washington Area Switch Program. This DPA responds to the APR of 9/9/94. This requirement expands the WASP service at 1301 Pennsylvania Avenue.

**10/7/94****KMA-94-0522**

To acquire Private Branch Exchange telephone system and maintenance. This DPA responds to an APR of 9/26/94. DOJ may utilize the POTS contract to satisfy this requirement.

**10/11/94****KMA-92-0302(B)**

For the modification of DPA KMA-92-0302 on 7/15/92 to acquire resources in support of the DOJ's primary computer facilities. This DPA responds to the APR of 10/6/94.

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## **LABOR**

**9/28/94****KMA-94-0513**

For the acquisition by the Office of the Assistant Secretary for Administration and Management's Directorate of Information Resources Management for the Interim Nationwide Microcomputer Replacement Project. This DPA responds to an APR of 9/22/94.

**9/29/94****KMA-93-0050(C)**

For the modification of DPA KMA-93-0050(B) on 8/6/93 to acquire Departmental Support Services. This DPA responds to the APR of 9/13/94.

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## **NASA**

**9/29/94****KMA-94-0251(B)**

For the modification of DPA KMA-94-0251 on 4/28/94 for the acquisition of technical support services at the Ames Research Center. This DPA responds to the APR of 9/27/94.



**9/29/94** KMA-94-0515

For the acquisition of engineering and technical support services for life science. This DPA responds to an APR of 9/19/94.

**10/12/94** KMA-93-0059A

This DPA responds to a status report received 9/30/94. As requested, the delegation under KMA-93-0059 was reduced.

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## NAVY

**9/22/94** KMA-93-0161(B)

For the modification of DPA KMA-93-0161(A) on 3/30/93 to acquire telecommunications services at the Norfolk Naval Base. This DPA responds to an APR of 9/19/94. Authority is to exercise the first year option of the current telecommunications services contract.

**9/26/94** KMA-94-0485

For the acquisition of resources to support the Business Support Services project at the Naval Air Warfare Center, Weapons Division, China Lake. This DPA responds to an APR of 9/1/94.

**9/26/94** KMA-94-0516

For the acquisition of support services for the Naval Criminal Investigative Service Command. This DPA responds to an APR of 9/20/94.

**9/26/94** KMA-94-0517

For the acquisition of services in support of the Office of Chief of Naval Operations

contract. This DPA responds to an APR of 9/14/94.

**9/28/94** KMA-94-0523

For the acquisition of resources to support the T-AO 187 Class Engine Room Training Simulator Project. This DPA responds to an APR of 9/23/94.

**10/6/94** KMA-94-0497

For the acquisition of resources in support of Space and Naval Warfare Systems Command requirements at the Applied Research Laboratories, The University of Texas. This DPA responds to an APR of 9/9/94.

**10/7/94** KMA-94-0316(A)

For the modification of DPA KMA-94-0316 on 6/17/94 to acquire resources to support the Weapons Systems Support Activities project at the Naval Air Warfare Center, Weapons Division, China Lake. This DPA responds to the APR of 9/7/94.

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## STATE

**9/22/94** KMA-94-0504

For the acquisition of support services for the Department of State Automated Reproduction and Collating System and Communications Analysis Research and Dissemination Systems. This DPA responds to an APR of 9/20/94. Authority is granted to satisfy this requirement through 6/30/95.

*Continued on next page*

**9/29/94****KMA-90-0547(F)**

For the modification of DPA KMA-90-0547 on 9/28/90 to acquire maintenance for the installed base of data processing equipment. This DPA responds to the APR of 9/28/94. Authority is for a twelve month period through 9/30/95.

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**TRANSPORTATION****9/29/94****KMA-94-0533**

For the acquisition of additional resources for the Direct User Access Terminal project. This DPA responds to an APR of 9/27/94. A conditional delegation is granted through 11/1/94.

**10/5/94****KMA-95-0003**

For the acquisition of resources in support of the Federal Aviation Administration's Flight Data Processor Replacement Project. This DPA responds to an APR of 9/30/94.

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**TREASURY****10/6/94****KMA-94-0470**

For the acquisition of resources to replace obsolete storage peripheral systems at the Internal Revenue Service's computing centers. This DPA responds to an APR of 8/19/94. This high dollar, high visibility

information system initiative is selected for comprehensive review.

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**VETERANS AFFAIRS****9/22/94****KMA-89-0023(B)**

This action modifies DPA KMA-89-0023(A) on 11/18/88 for the Nationwide Office Automation for the Veterans Affairs. GSA is requesting a written plan to recompute office automation requirements.

**9/22/94****KMA-89-0332(G)**

GSA has approved the recovery plan for Veterans Benefits Administration Modernization program and is reinstating the DPA for Stage II. Contract orders are restricted to a prototype system and subsequent deployment of imaging systems for St. Louis, Missouri and Atlanta, Georgia.

**9/29/94****KMA-94-0501**

To acquire a Private Branch Exchange telephone system for the Department of Veterans Affairs Regional Office in New York, New York. This DPA responds to an APR of 9/16/94. VA may utilize the POTS contract to satisfy this requirement.

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This newsletter is issued as part of INPUT's Federal Information Technology Procurement Analysis Reports Service. If you have questions or comments on this newsletter, please call your local INPUT organization or Bob Deller at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182, (703) 847-6870



# Federal Newsletter

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Vol. II, No. 11

December 1994

## The Line-Item Veto and IT Budgets

### Researcher's Corner

by Laura Monroe

The "Contract with America," unveiled on September 27th, has now become the official agenda of Republican lawmakers. The "Contract" proposes that within 100 days of the Republican-led 104th Congress, each of 10 legislative proposals shall be brought to the House floor for full and open debate. Leading the list is the Fiscal Responsibility Act, which contains a balanced budget/tax limitation constitutional amendment and, more importantly, a permanent legislative line-item veto. This Act overall is intended to restore fiscal responsibility to Congress, requiring it

to live under the same budget restraints as families and businesses.

Supporters of the line-item veto believe that the President should have the power to selectively weed out wasteful spending items, previously approved by Congress, that appear on an otherwise acceptable bill or among strong programs. Others argue that by giving the President unilateral authority to cross out specific items of federal spending, too much power would lie with the Executive Branch - a responsibility granted to the Legislative Branch in the U.S. Constitution for good reason. Still others fear that the Chief Executive could use such power as a bargaining tool to seize political leverage and even control votes of lawmakers.

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GOP proposals to increase the President's budgetary authority have been circulating since President Reagan urged Congress to adopt a line-item veto in the form of a constitutional amendment in 1984. In the past, a line-item veto has only been presented as an amendment to other bills, but never as constitutional or stand-alone legislation. Without substantial support it consistently

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failed or was dropped in the final stages. This time the line-item veto has secured many supporters including President Clinton who once held veto power as governor of Arkansas, as do a total of 43 state governors. The veto may also look appealing to President Clinton for its function as a safeguard against the impending Republican-dominated Congress.

Only a small percentage of federal appropriations will actually be exposed to the line-item veto, although its popularity should be monitored closely by the IT industry. Each federal agency's IT budget, as well as the budgets of specific IT programs, sequentially pass through committee and congressional approval. In this time of tighter budget constraints, the line-item veto could detach a certain IT program lacking strong justification and force its funding to be reallocated. Companies pursuing new business in the IT market, who track programs' funding from the start, should beware that pork-barrel and weakly supported programs may not survive the additional level of scrutiny provided by the line-item veto.

## **INPUT Notes**

### **IMPACT Database**

The new IMPACT database has been installed at a number of client sites for beta testing. The beta test version includes the PAR, APR, Contact, and Agency Profile databases, as well as a Calendar of Events. For more information on IMPACT, contact Scott Lewis at (703) 847-6870.

## **INPUT Breakfast**

INPUT's January Breakfast will feature two speakers: Christine Johnson, Program Manager for the Intelligent Vehicle Highway System, and James Constantino of the Intelligent Transportation Society of America. The breakfast is scheduled for January 19, 1995.

## **November Procurement Highlights**

### **AIR FORCE**

ULANA V-01-156

An award date for the Unified Local Area Network Architecture II procurement is scheduled for December 1994.

VPS V-01-200

The RFP for the Voice Processing Systems procurement is scheduled for release on December 15, 1994. An award is scheduled for May 31, 1995.

ICARDS V-01-204

The Final RFP for the Intelligence and Community Analysis Requirements and Design Support procurement was released on November 14, 1994. Bids are due on December 29, 1994.



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**ARMY****LMST**

V-02-108

The RFP for the Lightweight Multi-Band Satellite Communication Terminals procurement is scheduled for release on December 1, 1994. An award is anticipated for 3QFY95.

**CARDSS**

V-02-106

Bids were due for the ADP Technical Support Services contract on November 9, 1994. An award is scheduled for January 1995.

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**NAVY****BASS**

V-03-197

The RFP for the Business and Administrative Support Services for the Naval Air Warfare Center Weapons Division procurement is scheduled for release on December 7, 1994. A pre-proposal conference will be held in January 1995.

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**HEALTH AND HUMAN SERVICES****IWS/LAN I**

VII-08-085

Bids are due for the Intelligent Workstation / Local Area Network Acquisition Phase I procurement on January 25, 1995. An award is expected to be made in 4QFY95.

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**STATE****MRV**

VII-09C-019

The RFP for the Machine Readable Visas procurement is scheduled for release during 2QFY95.

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**TRANSPORTATION****OASIS**

VII-11-057

The Draft RFP for the FSAS Operational and Supportability Implementation System is scheduled for release in February 1995. The Final RFP is anticipated to be released in April 1995.

**EDMS**

VII-11-063

The RFP for the Electronic Document Management System procurement is scheduled for release in January 1995.

**OSDS**

VII-11-079

The Cost Proposals for the Oceanic System Development and Support procurement were due on November 16, 1994. An award is scheduled for May 1995.

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**TREASURY****DESAC**

VII-12-095

An award was made on November 7, 1994 to Integrated Technologies Group, Inc for the Disabled Employee Support Acquisition Contract.

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**VETERANS AFFAIRS****VBA MODERNIZATION**

VIII-16-011

The award for the Veterans Benefits Administration Modernization Plan, Stage II, has been delayed until late 2QFY95 or early 3QFY95. The VA is currently re-evaluating the need for Stage III.

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**EPA****VIII-17-029**

Bids are due for the Computer Operations and Information Center procurement on December 12, 1994. An award is scheduled to be made in March 1995.

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**US COURTS****ILS****VIII-30-005**

The RFP for the Integrated Library Systems is scheduled for release in January 1995.

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**POSTAL SERVICE****VIII-31-011**

The RFP for the Government Connection Intergovernmental Kiosk Program was released on November 11, 1994. Bids are due on January 17, 1995 and an award is expected in May 1995.

## Recent Library Acquisitions

Department: Air Force  
Document Title: Cloud Depiction and Weather Forecast System II  
Related PAR: V-01-202  
RFP #: F0470193R0021  
Document Type: DRFP II  
INPUT Reference #: 02079.01

Department: Air Force  
Document Title: Cloud Depiction and Weather Forecast System II

Related PAR: V-01-202  
RFP #: F0470193R0021  
Document Type: Conference Slides  
INPUT Reference #: 02079.02

Department: Army  
RFP #: DAAB0794CD315  
Document Type: RFP  
INPUT Reference #: 2183

Department: Army  
Document Title: Computer Support Services for USAIS SDC  
RFP #: DAHC9492R0007  
Document Type: Contract, Mods.  
INPUT Reference #: 32021.041A  
Contractor: CSC  
Contract #: DAHC9493D0002

Department: Army  
Document Title: Computer Support Services for USAIS SDC  
RFP #: DAHC9492R0007  
Document Type: RFP  
INPUT Reference #: 02183.01

Department: Army  
Document Title: Computer Support Services for USAIS SDC  
RFP #: DAHC9492R0007  
Document Type: RFP  
INPUT Reference #: 02183.02

Department: Army  
Document Title: Scientific & Engineering Services for RDTE  
Document Type: Contract, Mods.  
INPUT Reference #: 32021.042  
Contractor: CSC  
Contract #: DABT6392C0041



Department: Army  
 Document Title: Systems Simulation &  
 Development Directorate (SS&DD)  
 Document Type: Contract, Mods.  
 INPUT Reference #: 32021.043  
 Contractor: Nichols Research Corp.  
 Contract #: DAAH0192DR002

Department: Education  
 Document Title: Federal Direct Student Loan  
 Program  
 Related PAR: VII-12-027  
 Document Type: Contract, Mods.  
 INPUT Reference #: 32050.006  
 Contractor: CDSI  
 Contract #: PM94017001

Department: EPA  
 Document Title: Facilities Administration and  
 Information Resources (FAIR)  
 Related PAR: VIII-17-024  
 RFP #: W301656A3  
 Document Type: RFP  
 INPUT Reference #: 07017

Department: GAO  
 Document Title: Military Sealift Command  
 Contracts  
 RFP #: GAOTOSI953  
 Document Type: GAO Testimony  
 INPUT Reference #: 1105.25

Department: GAO  
 Document Title: INS - Management Problems  
 RFP #: GAOTGGD9511  
 Document Type: GAO Testimony  
 INPUT Reference #: 1105.25

Department: GAO  
 Document Title: Government Contractors -  
 Contracting Out Implications  
 RFP #: GAOTGGD954  
 Document Type: GAO Testimony

Department: GAO  
 Document Title: Government Aid to Business  
 - Federal Programs  
 RFP #: GAOGGD953FS  
 Document Type: GAO Report  
 INPUT Reference #: 1105.25

Department: GAO  
 Document Title: Education Finance - Extent  
 of Federal Funding  
 RFP #: GAOHEHS953  
 Document Type: GAO Report  
 INPUT Reference #: 1105.25

Department: GAO  
 Document Title: Acquisition Reform - DoD  
 Begins Program to Reform  
 RFP #: GAONSLAD9514  
 Document Type: GAO Report  
 INPUT Reference #: 1105.25

Department: GAO  
 Document Title: Air Traffic Control - Status of  
 FAA's Plans  
 RFP #: GAORCED94265  
 Document Type: GAO Report  
 INPUT Reference #: 1105.25

Department: GAO  
 Document Title: Training Procurement -  
 Weaknesses Identified  
 RFP #: GAOOSI9420  
 Document Type: GAO Report  
 INPUT Reference #: 1105.25

Department: GAO  
 Document Title: US Navy /Military Sealift  
 Command - Weak Contracting  
 RFP #: GAOOSI9427  
 Document Type: GAO Report  
 INPUT Reference #: 1105.25

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Department: GAO  
Document Title: Health Care - Employers  
Urge Hospitals  
RFP #: GAOHEHS951  
Document Type: GAO Report  
INPUT Reference #: 1105.25

Department: GAO  
Document Title: Financial Management -  
Status of Defense Efforts  
RFP #: GAOAIMD957  
Document Type: GAO Report  
INPUT Reference #: 1105.25

Department: GAO  
Document Title: Tax Administration -  
Compliance Measures  
RFP #: GAOGGD9470  
Document Type: GAO Report  
INPUT Reference #: 1105.25

Department: GAO  
Document Title: Reports and Testimony:  
September 1994  
RFP #: GAOOPA9412  
Document Type: GAO Index  
INPUT Reference #: 1105.25

Department: GAO  
Document Title: OMB's High Risk Program -  
Comments on the Status  
RFP #: GAOAIMD94136  
Document Type: GAO Report  
INPUT Reference #: 1105.25

Department: GAO  
Document Title: Bid Protest - Attorneys' Fees  
Paid to Bid Protest  
RFP #: GAOGGD9517FS  
Document Type: GAO Report  
INPUT Reference #: 1105.25

Department: GAO  
Document Title: Telecommunications - FCC  
Procedures Delay Release  
RFP #: GAORCED94242  
Document Type: GAO Report  
INPUT Reference #: 1105.25

Department: GAO  
Document Title: North American Free Trade  
Agreement  
RFP #: GAOGGD9510BR  
Document Type: GAO Report  
INPUT Reference #: 1105.25

Department: GAO  
Document Title: Tax Administration  
RFP #: GAOGGD955  
Document Type: GAO Report  
INPUT Reference #: 1105.25

Department: GAO  
Document Title: Tax Administration-IRS Can  
Strengthen Its Efforts  
RFP #: GAOGGD9514  
Document Type: GAO Report  
INPUT Reference #: 1105.25

Department: GAO  
Document Title: Global Positioning  
Technology - Opportunities  
RFP #: GAORCED94280  
Document Type: GAO Report  
INPUT Reference #: 1105.25

Department: GAO  
Document Title: Superfund  
RFP #: GAORCED94196  
Document Type: GAO Report  
INPUT Reference #: 1105.25

Department: GAO  
Document Title: Tax Administration - Data on  
the Tax Compliance



RFP #: GAOGGD94210FS

Document Type: GAO Report

INPUT Reference #: 1105.25

Department: GAO

Document Title: Inventory Management

RFP #: GAONSIAD94100

Document Type: GAO Report

INPUT Reference #: 1105.25

Department: GAO

Document Title: Defense Management -  
Impediments Jeopardize

RFP #: GAONSIAD9528

Document Type: GAO Report

INPUT Reference #: 1105.25

Department: GAO

Document Title: VA/DoD Health Care - More  
Guidance Needed

RFP #: GAOHEHS9515

Document Type: GAO Report

INPUT Reference #: 1105./25

Department: GSA

Document Type: Contract

INPUT Reference #: 32120.003

Contractor: CTA

Contract #: GS00F33108

Department: HHS

Document Title: Telecommunications Support  
Services for IWS/LAN

Related PAR: VII-08-106

RFP #: SSARFP952439

Document Type: RFP, BML, Amendments

INPUT Reference #: 13314

Department: Interior

Document Title: Interior Dept. Electronic  
Acquisition Sys. (IDEAS)

Related PAR: VII-09-033

Document Type: Contract, Mods.

INPUT Reference #: 32150.011

Contractor: Price Waterhouse

Contract #: 143493C30147

Department: Justice

Document Title: Federal Information  
Processing For CEC

RFP #: JVJMD92R0001

Document Type: Contract, Mods.

INPUT Reference #: 32160.016

Contractor: CCL, Inc.

Contract #: 4CDWCF0035

Department: NASA

Document Title: NASA IRM Plan 95-99

Document Type: IRM Plan

INPUT Reference #: 01215

Department: NASA

Document Title: Special Payloads Support

Document Type: Task Orders

INPUT Reference #: 32189.012A

Contractor: GE Government Services

Contract #: NAS530963

Department: NASA

Document Title: Scientific and Engineering  
Workstations (SEWP)

Related PAR: VIII-15-097

Document Type: Mods

INPUT Reference #: 32189.020

Contractor: GTSI

Contract #: NAS537008

Department: NASA

Document Title: Computer Software Services

RFP #: RFP232970(CGY)

Document Type: RFP

INPUT Reference #: 18106

Contractor: Sterling

Contract #: NAS213210

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Department: NASA  
Document Title: Computer Software Services  
RFP #: RFP232970(CGY)  
Document Type: Contract, Mods.  
INPUT Reference #: 32181.007  
Contractor: Sterling  
Contract #: NAS213210

Department: Navy  
Document Title: Operational System  
Development Testing  
Document Type: Contract, Mods.  
INPUT Reference #: 32022.078  
Contractor: Pacer Systems  
Contract #: N6226989D0100

Department: Navy  
Document Type: Contract, Mods.  
INPUT Reference #: 32022.080  
Contractor: Mantech  
Contract #: N6092191DA313

Department: Treasury  
Document Title: Long Term Maintenance of  
Computing Centers  
Related PAR: VII-12-117  
RFP #: IRS950001  
Document Type: RFP  
INPUT Reference #: 25535

Department: Treasury  
Document Title: Telefile  
Related PAR: VII-12-118  
RFP #: IRS950006  
Document Type: RFP - on disk  
INPUT Reference #: 25536

Department: Treasury  
Document Title: Distributed Information  
System Network (DISN)  
Related PAR: VII-12-092  
Document Type: Contract, Mods.  
INPUT Reference #: 32256.002

Contractor: Coopers & Lybrand  
Contract #: TM941066

Department: Veterans Affairs  
Document Title: VBA Modernization I  
Related PAR: VIII-16-011  
RFP #: 1013591  
Document Type: Contract, Mods.  
INPUT Reference #: 32270.05  
Contractor: Federal Data Corp  
Contract #: V101(93)P1392

## Recent DPAs

### AIR FORCE

**11/9/94** **KMA-93-0030(B)**

For the acquisition of North American Standards Integrated Telecommunications System. This DPA responds to an APR of 11/1/94.

**11/9/94** **KMA-95-0009**

For the acquisition of resources in support of the Air Force's Desktop V project. This DPA responds to an APR of 10/11/94. GSA has selected the Desktop V acquisition for a comprehensive review. Desktop V contract will be available for use, on a non-mandatory basis, by other agencies.

**11/18/94** **KMA-94-0276(B)**

For the modification of DPA KMA-94-0276 on 5/17/94 to acquire hardware and software maintenance and support services to support the Base Information Digital Distribution System Telecommunications Management System project at Scott Air Force Base,



Illinois. This DPA responds to the APR of 10/19/94.

**11/21/94** KMA-94-0327(A)

For the modification of DPA KMA-94-0327 on 6/23/94 to acquire resources for the Air Force Minicomputer Multiuser Systems Maintenance (AMMUS-M) project. This DPA responds to the APR of 10/21/94.

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## ARMY

**10/28/94** KMA-95-0013

For resources for the White Sands Missile Range - Test Support Network. This DPA responds to an APR of 10/13/94. GSA has selected the White Sands Missile Range - Test Support Network for a comprehensive review.

**10/31/94** KMA-94-0320(A)

For the cancellation of DPA KMA-94-0320 on 6/22/94 for the acquisition of support services for Fort Sill, Oklahoma. This DPA responds to a request on 10/14/94.

**11/2/94** KMA-93-0217(B)

For the modification of DPA KMA-93-0217(A) on 4/22/93 to acquire resources to support the Department of the Army Minicomputers II project. This DPA responds to the APR of 10/27/94.

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## COMMERCE

**11/17/94** KMA-86-0283(G)

For the modification of DPA KMA-86-0283(F) on 8/11/94 to acquire resources for the Advanced Weather Information Processing System. This DPA responds to the APR of 11/7/94.

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## DEFENSE

**11/2/94** KMA-90-0071(D)

For the modification of DPA KMA-90-0071 on 1/26/90 to acquire resources for the Joint Staff Automation for the Nineties Program. This DPA responds to an amendment request of 10/12/94. The action designates a new Trail Boss and a new Deputy Trail Boss.

**11/2/94** KMA-94-0531

For the acquisition of hardware, software, services and support services for the infrastructure of the Defense Finance and Accounting Service of the Department of Defense. This DPA responds to an APR of 9/15/94. DFAS's infrastructure project has been selected for comprehensive review by GSA.

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## EDUCATION

**11/16/94** KMA-94-0494(A)

This action modifies DPA KMA-94-0494 on 10/25/94 to acquire resources in support of the Multiple Data Entry (MDE) program. Performance metrics for this acquisition are required within 120 days.

**11/16/94** KMA-94-0495(A)

This action modifies DPA KMA-94-0494 on 10/25/94 to acquire resources in support of the Central Processing System. Performance metrics for this acquisition are required within 120 days.

*Continued on next page*

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**ENERGY****11/3/94****KMA-92-0124(B)**

For the modification of DPA KMA-92-0124 on 7/29/92 to acquire support services for the Office of Information Technology Services and Operations. This DPA responds to the APR of 10/14/94.

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**FEMA****10/28/94****KMA-93-0317(C)**

For the modification of DPA KMA-93-0317 on 6/11/93 to acquire hardware, software, and related supplies to support its Local Area Network Automatic Data Processing requirements. This DPA responds to an APR of 10/18/94. This modification is for acquisition of resources through 1/13/95 for disasters declared by the President.

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**GOVERNMENT PRINTING OFFICE****11/23/94****KMA-95-0031**

To acquire an agreement with Adobe Systems, Inc., which will license the Government Printing Office to include Adobe Acrobat Exchange LE on CD-ROMs produced at GPO. This DPA responds to an APR of 11/9/94.

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**HEALTH AND HUMAN SERVICES****11/3/94****KMA-94-0322(A)**

For the modification of DPA KMA-94-0322 on 5/26/94 to acquire resources in support of end user computing at the Public Health Service. This DPA responds to the APR of 9/29/94.

**11/22/94****KMA-91-0260(A)**

For the modification of DPA KMA-91-0260 on 6/6/91 to acquire services in support of the Centers for Disease Control's Agency for Toxic Substance and Disease Registry. This letter responds to the APR of 11/18/94. HHS must submit an APR for the competitive follow-on contract within thirty days.

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**HOUSING AND URBAN DEVELOPMENT****11/21/94****KMA-94-0310(A)**

This letter responds to an APR of 11/16/94. For the modification of DPA KMA-94-0310 on 6/6/94 to acquire resources for the Systems Engineering Group.

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**INTERIOR****11/3/94****KMA-94-0096(A)**

For a modification of an exception to the mandatory use of the Consolidated Local Telecommunications Service for the Bureau of Land Management's facilities at 1515 SW 5th Avenue, Portland, Oregon. This DPA responds to an APR of 10/27/94. The original approval was issued 12/21/93 under KMA-94-0096.

**11/17/94****KMA-95-0033**

For the acquisition of support services for the Departmental Digital Line Graph Digitizing Services Contract. This DPA responds to an APR of 11/16/94.

**11/23/94****KMA-95-0027**

For an exception to the use of the Consolidated Local Telecommunications Service for the United States Geological



Survey Water Resources Division's District Office located at 102 East Main Street, Urbana, Illinois. This DPA responds to an APR of 11/4/94. Interior may utilize the POTS contract to satisfy this requirement.

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## JUSTICE

**10/31/94** KMA-95-0007(A)

For the modification of DPA KMA-95-0007 on 10/20/94 to acquire a Private Branch Exchange telephone system for the Federal Bureau of Investigation. This DPA responds to the APR of 10/6/94. A waiver is granted to provide services to other agencies.

**11/2/94** KMA-85-0215(X)

For the modification of DPA KMA-85-0215 on 7/5/85 to acquire telecommunications services in support of the Department of Justice Washington Area Switch Program. This DPA responds to the APR of 10/13/94. WASP services to be expanded at 1310 G Street, NW, Washington, DC 20530.

**11/16/94** KMA-95-0016

For the acquisition of resources to upgrade and reengineer the current Geographic Information System for the Department of Justice, Civil Rights Division. This DPA responds to an APR of 10/18/94. Federal agencies must adopt internal procedures to access the National Geospatial Data Clearinghouse before they expend funds to collect or produce new geospatial data.

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## NASA

**11/10/94** KMA-95-0010(A)

For the Tracking and Data Relay Satellite. This DPA responds to an APR of 10/13/94.

GSA has selected Tracking and Data Relay Satellite for a comprehensive review.

**11/14/94** KMA-95-0026

For the acquisition of a Mobile Servicing System Robotic Workstation. This DPA responds to an APR of 11/1/94.

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## NATIONAL SCIENCE FOUNDATION

**11/23/94** KMA-95-0035

For the acquisition of operating system software maintenance. This DPA responds to an APR of 11/17/94.

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## NAVY

**11/8/94** KMA-88-0185(B)

For the modification of DPA KMA-88-0185 on 3/31/88 to acquire resources in support of the Navy's Standard Desktop Computer Companion contract. This DPA responds to the APR of 10/24/94.

**11/9/94** KMA-94-0270(A)

For the modification of DPA KMA-94-0270 on 5/9/93 to acquire resources for a Base-Wide Telephone Switching System for the Naval Air Warfare Center, Aircraft Division, Patuxent River. This DPA responds to an APR of 10/24/94.

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## TRANSPORTATION

**10/31/94** KMA-94-0532 (A)

This DPA responds to the APR dated 9/27/94.

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Contract terms will not exceed 11 months. For the acquisition of resources for the Federal Aviation Administration's Direct User Access Terminal project.

**10/31/94** **KMA-94-0533(A)**

This DPA responds to the APR dated 10/21/94. Contract terms will not exceed 11 months. For the acquisition of resources for the Federal Aviation Administration's Direct User Access Terminal project.

**11/17/94** **KMA-93-0463(A)**

This action modifies DPAs KMA-93-0463(A), KMA-94-0188, KMA-94-0198 and KMA-94-0329 for resources in support of the Department of Transportation. GSA is amending the DPA to remove the requirement for the identification and tracking of functional and outcome oriented performance measures.

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## **DEPARTMENT OF THE TREASURY**

**10/28/94** **KMA-88-0488(B)**

For the acquisition of support services for the Internal Revenue Service's multi-purpose

scanning systems. This DPA responds to an APR of 10/14/94.

**11/10/94** **KMA-93-0035(A)**

For the modification of DPA KMA-93-0035 on 12/7/92 to acquire support services for the Communications Replacement System and the Integrated Data Retrieval System. This DPA responds to the APR of 10/12/94.

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## **UNITED STATES COURTS**

**11/1/94** **KMA-93-0518(B)**

For the modification of DPA KMA-93-0518 on 10/13/93 to acquire telecommunication services for the Federal Office Building at 219 South Dearborn Street, Chicago, Illinois. This DPA responds to the APR of 10/20/94. A waiver is granted to provide services to other agencies.

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This newsletter is issued as part of INPUT's Federal Information Technology Procurement Analysis Reports Service. If you have questions or comments on this newsletter, please call your local INPUT organization or Bob Deller at INPUT, 1953 Gallows Road, Suite 560, Vienna, VA 22182, (703) 847-6870





